

# SPOTLIGHT

JULY 2021



# SHAKE IT UP!



**Steve Greer**  
Chief Executive Officer  
American Income Life &  
National Income Life Divisions

**Rust never sleeps. – Often attributed to Neil Young; exact attribution unknown.**

**B**y now, we've all seen the memes on social media that poke fun at how out of step (and out of shape) some people feel after the isolation of the last 16 months. Many people who were introverted to start with found the lockdown to their liking while those who are more outgoing had a tough time figuring out what to do with themselves.

We've had a few false starts to resuming life as we knew it and we still have to abide by the guidelines in our state(s) but I, for one, am happy we're moving in the right direction. And so, as we find ourselves already a month into the second half of 2021, let's all dust out the cobwebs, hang up the sweats, and ditch the flip-flops. It's time to shake things up!

The saying 'Rust never sleeps' means time and life continue to march on regardless of what we do or fail to do. If we don't keep practicing both old and new things, we risk losing our edge – use it or lose it. Some skills are not like riding a bicycle; ask any athlete who is coming back from time on the DL. As business athletes, a couple of things come to mind that may need some attention as we "get back out there."

Instead of trying to get back into the same habits, the same routine as before, create a better one. Don't settle for what you had before. What did you always feel you could do better or needed improvement? Whatever that is, go for it! New beginnings can happen at any time and the second half of 2021 is a great time to up your game.

While our veteran "warriors" missed the call of the road, many people enjoyed not having to drive as much and saving the wear and tear on their vehicle. Clean out your car. Organize your stuff. Be sure your vehicle is ready to go when you are.

I consider it a blessing that we were able to transition to a virtual business model as quickly as we did. In the early days, we were all thinking this would be a stop-gap measure and we would return to sales and recruiting as they had always been as soon as

it was safe to do so. The crazy success of the virtual platforms and AIL-NILICO's resulting record-breaking year made it clear that virtual is here to stay. Still, there might be times when you find yourself in a face-to-face situation for a presentation or a personal recruiting opportunity. Many people say their people skills are a bit rusty after 16 months. Even if we don't return to in-person sales, I encourage you to get back to your office for live meetings whenever possible especially those of you who have never been to one. Connect or reconnect with your AIL-NILICO family. Recharge! Power up!

And speaking of shaking things up, the Globe Life Achievement Awards are back to being live and just a bit later than usual. Please join me in congratulating all the winners of these prestigious awards and especially our own Josh Dishong, Vik Dugan, Astrid Castrillon, Averigh Speciale, Jim Surace, Marcus Smith, Matt Parks, and Marc Salvaggi. Well done!

Just like we used the opportunities COVID presented to spend more time with loved ones, adopt a new pet, take on a remodeling project, or try a new hobby, look at the opportunities for improvement in whatever YOUR new normal looks like. Shake it up! 🎉

## SPOTLIGHT

**ARC.AILife.com/Spotlight.aspx**  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



### Required Retention Rate

**Effective Jan. 1, 2018**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

**Retention: 73.0%**  
**Net to Gross: 80%**

### Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Tuesday 8/24 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Friday 8/27**. eApp business excluded from the 7 day hold should be uploaded by **Tuesday 8/31 before 4:30 p.m. CST** to count for **August** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

**\$9,778,346**

**in total BONUSES were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Pages 38-47**.

**\$8,133,273**

**in total May RENEWALS were paid out in June to 6,005 total agents.**



**SPOTLIGHT DIGITAL**  
is now on the web!

**Spotlight.AILAgents.com**

Username: **AIL** | Password: **thrive2021!**

See your SGA or manager if you need assistance.

**\* Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2022 Awards Presentation are: the top SGA per category from Categories I-XI based on Net ALP Growth (minimum 15%) and Cat XII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2022 Convention Qualifications online at [ARC.AILife.com](http://ARC.AILife.com) or [ARC.NILife.com](http://ARC.NILife.com). **Check your production! If there is an asterisk by your position, you could be on your way to stay at Caesars Palace in Las Vegas, Nevada. The convention will be held May 4-7, 2022.**



**LOOK FOR ME!**

# ANNIVERSARIES

## 36 YEARS OF SERVICE

Lou Nell Busby, PR  
**27 YEARS OF SERVICE**  
 Timothy Cruise, MGA  
**24 YEARS OF SERVICE**  
 Slav Bitman, SGA  
**22 YEARS OF SERVICE**  
 Barbara Leader, AGT  
**20 YEARS OF SERVICE**  
 Denise Gilbert, PR DIR  
**18 YEARS OF SERVICE**  
 David Ackerman, SGA  
 Max Quasem, AGT  
**17 YEARS OF SERVICE**  
 Heather Hewitt, AGT  
 Thomas VanOsdol, AGT  
**16 YEARS OF SERVICE**  
 Michael Mandella, RGA  
 Travis Moody, SGA  
**15 YEARS OF SERVICE**  
 Allan Shapiro, AGT  
 Paul Smoley, AGT  
 Natalie Soboleva, AGT  
**13 YEARS OF SERVICE**  
 Jason Bratin, RGA  
 Tony Geer, RGA  
 Beto Quintero, SGA  
**12 YEARS OF SERVICE**  
 DeAnthony Hartman, AGT  
 Candice Rezzo, AGT  
 Crystal Senour, PR  
 Michael Williams, SA

## 11 YEARS OF SERVICE

Carly Ferraro, GA  
 Kyle Johnson, AGT  
 Nick Moore, SGA  
**10 YEARS OF SERVICE**  
 Charles Ferrari, RGA  
 Sean Grant, AGT  
 David Hefflin, AGT  
 Amie Kallweit, MGA  
 Zach Otto, RGA  
 Jesusdieu Portilus, AGT  
 Richard Whyte, MGA  
 Timothy Wilson, MGA  
**9 YEARS OF SERVICE**  
 Graham Carter, SA  
 Devon Chapman, MGA  
 Travis Daniels, PR  
 Corey Hallam, GA  
 Sean Hansen, AGT  
 Slavita Hut, RGA  
**8 YEARS OF SERVICE**  
 Amy Baird, MGA  
 Bryan Juskiw, RGA  
 Brandon MacDonald, SGA  
 Kelly Matthews, AGT  
 Oleg Novitchii, AGT  
 Chelsie Otto, MGA  
 Ernest Powell, SGA  
 Darrin Roberts, RGA  
 Michael Stuver, AGT  
 Kamale Vienna, SA  
 Tyler Worstell, RGA

## 7 YEARS OF SERVICE

Ralph Beard, PR  
 Ranjana Chopra, AGT  
 Dianne Dedick, AGT  
 Justin Diaz, MGA  
 Laura Graham, RGA  
 Kashala Guiden, AGT  
 Kimberly Hamilton, RGA  
 Bryant Logan, GA  
 Juan Nunez, AGT  
 Alexis Pineiro, RGA  
 Levi Porto, SA  
 Andrew Siebert, GA  
**6 YEARS OF SERVICE**  
 Brian Cabral, AGT  
 Matthew Castelli, AGT  
 Steven Counts, GA  
 Ivoni Fuimaono, SA  
 Patrycja Grudzinska, RGA  
 Steve Hartman, MGA  
 Andre McCallum, SGA  
 Brian Melvin, GA  
 Taylora Nathaniel, AGT  
 Shiv Patel, GA  
 Mahdi Wade, GA  
 Dylan White, AGT  
**5 YEARS OF SERVICE**  
 Derya Ekren, GA  
 Doron Freud, RGA  
 Carey Hartman, RGA  
 Selina Maldonado, GA  
 Leonardo Perez, GA

Daniel Prinzo, MGA  
 Jasmin Rodriguez, SA  
 Joseph Rotolo, RGA  
 Matthew Russell, AGT  
 Clayton Slaughter, RGA  
 Mohamad Wael Taher, AGT  
 Robert Trypus, AGT  
**4 YEARS OF SERVICE**  
 Tomarus Burks, MGA  
 Daniel Craley, AGT  
 Orlando Crimmel, SA  
 Myra Espinoza, AGT  
 Vanessa Forouzan, MGA  
 Carolyn George, SA  
 Benjamin Giamalva, GA  
 Michelle Goj, SA  
 Christopher McGlynn, MGA  
 Gregory S Miller, AGT  
 Christopher Nash, MGA  
 Geoffrey Osili, MGA  
 Daniel Pacheco, MGA  
 Thomas Romeo, AGT  
 Dawn Rouanzoin, AGT  
 Brian Schmitz, SA  
 Daniel Schwartz, MGA  
 William Thomas, SA  
**3 YEARS OF SERVICE**  
 Leonardo Alsina, GA  
 Nabil Atallah, MGA  
 Shyla Bateast, SA  
 Jacob Bennett, AGT  
 Mark Bernsdorff, RGA  
 Nardia Bowen, SA

Trace Cary, AGT  
 Lamita Dahdah, GA  
 Derrick Davenport, RGA  
 Aaron Ebel, SA  
 Saury Espailat, MGA  
 Amber Fellman, SA  
 Kenneth Fennal, AGT  
 Arif Hajro, MGA  
 Marmionett Hopkins, SA  
 Carlos Iraheta Barrientos, GA  
 Madison Kilburn, RGA  
 Myra Luera, GA  
 Doris Martinez Garcia, MGA  
 Vincent Massari, MGA  
 Ariel McAlister, GA  
 Matthew McGlynn, MGA  
 Gregory S Miller, AGT  
 Christopher Nash, MGA  
 Geoffrey Osili, MGA  
 Daniel Pacheco, MGA  
 Larry Phillips, AGT  
 Nelson Radnoty, SA  
 Dale Shumaker, GA  
 Casey Stathopoulos, GA  
 Rodney A Taylor, AGT  
 Christopher Watts, MGA  
 Razan Zarba, MGA  
**2 YEARS OF SERVICE**  
 Akinyemi Akinseye, GA  
 Michael Alessandrini, AGT  
 Raul Angulo, MGA  
 Melissa Argomaniz, SA

Richard Berardi, AGT  
 Mackenzie Burchett, GA  
 Joseph Ciliberti, SA  
 Jose Cuellar, SA  
 Willie Cummings, MGA  
 Crystal Dugger, GA  
 Christopher P Filline, GA  
 Johnny Fuller, MGA  
 Anne Marie Giron, GA  
 Stacey Glassman, SA  
 Jordan Goo, MGA  
 Dawn Hendry, AGT  
 Karlie Howard, MGA  
 Luisanny Javier, AGT  
 Mitchell Jeremiah, GA  
 Monica Kayano, AGT  
 Daniel Lepage, SA  
 Mike Mangaoang, SA  
 Montana McDonald, GA  
 Akram Mirahmadi Shalamzari, MGA  
 Daniel Paravisini, AGT  
 Marc Parrone, AGT  
 Kelly Penick, PR  
 Lyndon Prosser, AGT  
 Lishbeht Ramos, AGT  
 Lisa Reilly, SA  
 July Reyes Olivo, SA  
 Judith Reyno, AGT  
 Anthony Scaccia, SA  
 Zachary Shields, GA  
 Anthony Solano, GA  
 Kamyar Soleymani, GA

Jasmine Sumlin, AGT  
 Jozef Tinaj, GA  
 Morgan Tranquist, GA  
 Ludovic Tshimpanga Ndaye, AGT  
 Amanda Urdaneta, SA  
 Jhanna Valerio Vivas, GA  
 Diego Vargas, GA  
 Aliyah Weathers, AGT  
 Sean Wuebold, AGT  
 Kimberly Zeidner, AGT  
**1 YEAR OF SERVICE**  
 Robert Ackereit, SA  
 Juan Aleman Madriz, SA  
 Nico Amaro, SA  
 Heather Beers, SA  
 Terrie Berry, AGT  
 Matthew Billington, SA  
 Franco Bilotti, SA  
 Brandon Biskie, MGA  
 Keila Callejas, SA  
 Camila Cantuarias Puga, SA  
 Joshua Caro, SA  
 Teresa Carver, AGT  
 Caitlin Cassidy, SA  
 Rubens Charles, AGT  
 Karem Cogollo, SA  
 Casey Combs, SA  
 Robert Conaty, AGT  
 Sara Cressman, GA  
 Jacob Crider, SA  
 Beau Cullen, GA  
 Destiny Culton, SA

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 Rowena Daroya, AGT  
 Larry Davis, GA  
 Cesar Del Valle, AGT  
 Darryll De Villiers, AGT  
 Katherine Dorrah, SA  
 Deziree Douglas, SA  
 Anastasia Druga, AGT  
 Veronica Duncan-Thiessen, SA  
 Lindsey Ellsworth, SA  
 Jarret Eyben, SA  
 Frederick Frank, AGT  
 Moshanic Freeman, SA  
 Annette Friend Dietsch, AGT  
 Alexis Fujikawa, AGT  
 Jeffrey Funderburg, SA  
 David Gadeloff, MGA  
 Yolanda Gandy, AGT  
 Omaira Garces Ramonez, SA  
 Channing Gardner, GA  
 Nathan Gay, GA  
 Colden George, AGT  
 Shane Gibson, GA  
 Aristides Gilbello, SA  
 Raymond Gloria, AGT  
 Nancy Goodman, AGT  
 Khrystal Graham, AGT  
 Guy Graves, SA  
 Deysi Guerrero, SA  
 Chitpreet Gupta, AGT  
 Kristten Hamm, SA  
 Janice Hampton, MGA

David Han, AGT  
 Shannon Hannon, SA  
 Hadi Harb, AGT  
 Nathaniel Harris, AGT  
 Haley Hayes, SA  
 Amanda Henderson, AGT  
 Tyler Henry, SA  
 Jacqueline Higareda, SA  
 Insaf Hmaid, SA  
 Galvin Hoopes, SA  
 Homer Howard, AGT  
 Leticia Irving, AGT  
 Ryan Jackson, GA  
 Troy Jarrett, AGT  
 Derek Johnson, GA  
 Tayia Johnson, SA  
 Victoria Kabluyen, AGT  
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 Britton Kelso, SA  
 Ishrat Khan, AGT  
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 Gabrielle Kolar, SA  
 Ashley Kopchak, SA  
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 Jayleen Miller, SA  
 Jessica Miller, SA  
 Jennifer Montes Serpa, SA  
 Anabel Moran, AGT  
 Ivette Moreno, AGT  
 Jaquan Moton, SA  
 Jody Mulleda, SA  
 Carlos Murillo, AGT  
 Brent Nachbur, SA  
 Carlos Navas, SA  
 Alexander Naves, AGT  
 Thomas Nejman, PR  
 Melissa Nguyen, GA  
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 Anne Olszewski, AGT  
 Paula Ortiz Barahona, AGT  
 Constance Owusu, AGT  
 Kristel Paredes Garcia, SA  
 John Partipilo, SA  
 Joshua Patterson, AGT

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 Lupi Pelesikoti, AGT  
 Marina Perrone, AGT  
 Raul Pinto, GA  
 Nidia Pinzon, SA  
 Junie-Fed Pyronneau, SA  
 Ryan Queyrouze, SA  
 Christian Ramaj, SA  
 Bettania Ramos, GA  
 Derek Ray, SA  
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 Flor Resendiz, SA  
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 Karyssa Rivera, SA  
 Tricia Roccato, AGT  
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 Vanessa Rodriguez, SA  
 Ronald Rodriguez Garcia, SA  
 James Romero, PR  
 Jennifer Rosine, SA  
 Austin Ruppert, SA  
 Dhruv Sachdeva, AGT  
 Mason Sanchez, GA  
 Christopher Sandstra, SA  
 Brionni Scott, SA  
 Alize Selcuker, AGT  
 Lauren Smalley, GA  
 Tabetha Smith, SA  
 Tecole Smith, GA  
 Jeffrey Snyder, AGT  
 Luis Soriano, SA

Robin Sotomayor, AGT  
 Carl Stiers, GA  
 Nadine Strasser, AGT  
 Sterling Tallman, SA  
 Deondrey Tate, SA  
 Melissa Thurmond, AGT  
 Noah Todd, AGT  
 Daniella Torres, GA  
 Kristin Trammer, SA  
 Isileli Tupou, AGT  
 Flerinda Valondo, SA  
 Stefy Varon, AGT  
 Jade Walden, SA  
 Emily Ward, SA  
 Ian Waring, SA  
 Jashante Washington, AGT  
 Andrew Wheaton, SA  
 Conner White, MGA  
 Timothy White, SA  
 Marchenry William, AGT  
 Chayson Williams, SA  
 Jojuan Wilson, SA  
 Janine Yingling, AGT

# PROMOTIONS

## REGIONAL GENERAL AGENT

Myaa Fallon  
 Jennifer Jantzen  
 Darez Meriwether  
 Brandon Minor  
 Jesus Parra  
 Jeff Wentworth  
**MASTER GENERAL AGENT**  
 Joey Almeida  
 Carmen Arroyo  
 Peter Barany  
 Shanique Beckford  
 Jose Collazo  
 Nairobi Contreras  
 Enid Franco  
 Tommica Gibson  
 Rachael Glamp  
 Venus Grier  
 Karlie Howard  
 Jason Khodadadian  
 Ashkan Khoshmagham  
 Victoria Lewis

Victoria Lindner  
 Yairy Magon  
 Anthony Mazurkewicz  
 Brittney Mizer  
 Ashley O'Donal  
 Mark Reilly  
 Michael Rios  
 Cash Sampson  
 Tyler Sevilla  
 Souher Shadid  
 Christina Shanno Baldwin  
 Morvarid Tadayon  
 Paula Thompson  
**70% GENERAL AGENT**  
 Havis Alvarado  
 Thomas Cheek  
 Marissa Deckard  
 Sheryl Garmendia  
 Alexandria Greer  
 Alexander Gross  
 Zachery McHattie  
**67.5% GENERAL AGENT**

Chabeli Aguiar Nodal  
 Feza Al Choufi Cumarin  
 Kelechi Anele  
 William Barker  
 Justin Blaney  
 Nathan Brace  
 Jessica Cairo  
 Jonathan Collins  
 Beau Cullen  
 Christopher Dark  
 Christopher Davis  
 Chris Densham  
 Alexis Fujikawa  
 Marc Futterweit  
 Joseph Guido  
 Carl Guillory  
 Grant Gustic  
 Michael Harvey  
 Grant Heffler  
 Randolph Hill  
 Frederick Holguin  
 Jalen Holmes

Antoinette Honorat  
 Louise Janvier  
 Alexa Javier Ciriaco  
 Matthew Kahwaji  
 Alexandra Key  
 Spencer Kozej  
 Quanesha Mack  
 Maria Martinez  
 Chad McLaughlin  
 Anna Mirzaee  
 Christopher Burkholder  
 LaQuanda Calhoun  
 Cristian Doucuriao  
 Robert Foster  
 Guy Graves  
 Jennifer Gudnaya  
 Jacqueline Jackson  
 Brandon Kirby  
 Curtis Lloyd  
 Judith Lopez  
 Michelle Maderer  
 Jomaal Mathews  
 Tanner Midlick

Thomas Wright  
 Travis Zoba  
**57.5% GENERAL AGENT**  
 Aaron Luczak  
**65% SUPERVISING AGENT**  
 Rhiannon Albee  
 Michael Alexander  
 Carlos Barreto Bermudez  
 Natalia Beltran Hernandez  
 Christopher Burkholder  
 LaQuanda Calhoun  
 Cristian Doucuriao  
 Robert Foster  
 Guy Graves  
 Jennifer Gudnaya  
 Jacqueline Jackson  
 Brandon Kirby  
 Curtis Lloyd  
 Judith Lopez  
 Michelle Maderer  
 Jomaal Mathews  
 Tanner Midlick

Leslie Mingee  
 Tyana Neal  
 Christina Pappas  
 London Phillips  
 Jim Rodriguez  
 Betzabeth Salazar  
 Ishmael Sharif  
 Ethan Stingley  
 William Worthly  
 Cristian Yanez Ojeda  
**62.5% SUPERVISING AGENT**  
 Omowunmi Akinlade  
 Mariam Alabi  
 Nicola Albano  
 Adam Anderson  
 Colin Atchison  
 Leyda Ayala Zeno  
 Jose Baptista  
 Marivin Barboza  
 Dionne Bass  
 Ethan Bihlmaier  
 Michael Binder

Veronica Britos  
 Brooklyn Brooks  
 Andrea Buera  
 Sydney Burt  
 Paris Cain  
 Keila Callejas  
 Alexander Camacho  
 Monet Cambino  
 Weena Centeno-Wade  
 William Cesar  
 Sarah Cleveland  
 Maryann Cox  
 Allisa Louis Crisostomo  
 Candace Dean  
 Nicole De Costa  
 Matthew Dennis  
 Velvet De Sousa Dagostino  
 Roxana Duarte Castillo  
 Brianna Dyess  
 Taylor Ehrhart  
 Marshall Fernandez  
 Cloe Flanagan

Draey Fogg  
 Katrina Foley  
 Jamil Fullman  
 Kerry Glass  
 Nicholas Gomez  
 Maria Gonzalez  
 Linnea Guerra  
 Lisarenee Hahnlen  
 Joan Hannon  
 Lori Harvey  
 Camellia Hashempour  
 Blake Hatcher  
 Daytona Hernandez  
 Matthew Hill  
 Arianna Hobson  
 Courtney Howard  
 Admire Hwata  
 Dorothy Ibe  
 Nasir Imodagbe  
 Ashley Jackson  
 Lashawn Jackson  
 Heather Jensen

Cynthia Jernigan  
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 Riker Lawrence  
 Outtara Ly-Beltre  
 Rea Lynch  
 Kelly MacLean  
 Joanne Mahaffey  
 Patricia Marickovich  
 Matthew McDermott  
 Amy Merkin  
 Jennifer Montes Serpa  
 Hunter Moore  
 Joseph Morgan  
 Ameenah Muhammad

Frank Murillo Alvarez  
 Alvin Ng  
 Francis Odio  
 Dawn Oliver  
 Jocelyn Padilla  
 Alexis Palacio  
 Valentin Paraian  
 Jacob Paul  
 Gabriel Pena  
 Bradley Penney  
 Matthew Perraton  
 Cristian Quintero  
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 Jake Taylor  
 Theresa Taylor  
 Andrelyn Tejada  
 Kristen Thomas  
 Alexander Tkacz  
 Nicholas Trifari  
 Kevin Valentin Ross  
 Hugo Vallecillo  
 Jessica Vidaurri  
 Daniel Vieta  
 Cody Walter  
 Francesca Whitted  
 Tarisa Williams  
 Jojuan Wilson  
 Michael Wilson

Ryan M Wilson  
 Hollie Wood  
 Bobbi Woods  
 Aaron Wright  
 Khadijah Wright  
 Nicholas Wrobel  
 Kevin Yeager  
 Derek Young  
**55% SUPERVISING AGENT**  
 Shereen Elabasy  
**52.5% SUPERVISING AGENT**  
 Darryl Frazer  
 Christopher Gay  
 Jasmine Jackson  
 Jamaal Spencer

# SHAKING THINGS UP WITH THE FIVE 'R'S



**Jason Beckman**

Division Vice President  
PR Field Operations

**B**efore March 2020, I would coach everyone on our PR team that your barometer for success was equal to the number of miles driven on your odometer visiting groups. In a business-to-business sales and relationship-building environment, it had always been perceived that the only way to build new relationships was face-to-face.

The last fifteen months forced our PR team to question what we've always thought to be true and find a way to replace the interpersonal connections we made to utilizing technology to survive. Our barometer for success went from miles driven to the number of phone calls made and Zoom meetings set. We found that method to be a suitable way for the PR team to keep our lead generation steady, awaiting the day for the doors to groups we serve to re-open.

There are five 'Rs' to consider as we return from the upheaval to our established business model over the last fifteen months: resolve, resilience, return, reimagine, and reform.

1. Resolve – focus on solutions, not problems
2. Resilience – withstand, adapt and thrive in the face of the unknown
3. Return – invest our time and energy in Results-Generating Activities that provide the greatest return on investment
4. Reimagine – those who step up their game will be better off and more ready to confront all challenges and opportunities
5. Reform – an improvement or set of improvements made to our business model

As the PR team moves from the office chair staring at a computer screen to the seat of their car looking through the windshield, we're going to embrace every challenge and unique circumstance that continues to come our way.

The resilience of the relationships we've established will provide us the opportunity to re-engage our communities and the groups we're privileged to serve. Our team did well transacting with our groups for over a year. What we do best, though, is to transform relationships that stand up to the test of time and change because of the value we provide and the social conscience that drives us to support our markets. 📍

## Q2 PR CONTRIBUTIONS

**Amalgamated Transit Union** — Golf Tournament & Ad Sponsorship

**American Federation of Labor and Congress of Industrial Organizations** — Convention Sponsorship

**Arkansas AFL-CIO** — Event Sponsorship

**ATU 265** — Contribution Benefitting Families in Need

**Boston Labor Council, AFL-CIO (Greater)** — Event Sponsorship

**Chicago Federation of Labor and Industrial Union Council, AFL-CIO** — Labor Day Ad

**Elderly Housing Development & Operations Corporation** — Donation

**Fraternal Order of Police** — Conference

**Graphic Communications Conference/ International Brotherhood of Teamsters** — Conference

**IBEW 827** — Golf Tournament

**IBT 89** — Scholarship

**International Brotherhood of Electrical Workers** — Convention Sponsorship

**International Union of Allied Novelty and Production Workers** — Convention Raffle Prizes

**International Union of Police Associations** — Contribution to their Scholarship Program & Convention Sponsorship

**IUOE 3** — Golf Tournament

**IUOE 882** — Scholarship

**Jobs with Justice Education Fund** — Donation

**LA State Firemen's Association** — Conference

**LIUNA 270** — Scholarship

**New Brunswick Federation of Labour** — Solidarity Scholarship

**New Jersey State AFL-CIO** — Event Sponsorship

**Nova Scotia Federation of Labour** — Contribution Benefitting NS Federation of Labour Literacy Program

**Nova Scotia Federation of Labour** — Scholarship

**Ohio State Building and Construction Trades Council** — Golf Tournament Sponsorship Benefitting Dollars Against Diabetes

**Oklahoma Building Trades** — Golf Tournament

**Philadelphia Council AFL-CIO** — Conference

**Rochester-Genesee Valley Area Labor Federation** — Event Sponsorship

**SEIU 1** — Golf Tournament

**UFCW 1459** — Golf Tournament

**UFCW 328** — Golf Tournament

**UFCW 555** — Golf Tournament Sponsorship

**UFCW 700** — Leukemia Scholarship Fund

**UFCW Local 1** — Golf Tournament

**Union Sportsmen's Alliance** — Donation

**United Farm Workers of America** — Donation

**USBC Greater Buffalo Association** — Sponsorship

**USW 13 243** — Contribution in Support of Members on Lockout

**VFW Texas** — State Convention Sponsorship

# NEW ASSOCIATES

## PER MANAGER

### SA

NAME	#	SGA
Axel Carrasquel	6	Fort Worth Latino Division
Nestor Morales	5	Fort Worth Latino Division
Carlos Barreto Bermudez	5	Richardson Latino Division
Spencer Kozej	4	Simon Arias
Andreina Atencio Prado	3	San Antonio Latino Division
Kenisha Liggins	3	Michael Vasu
Shanna Cote	2	AO
Bradley Fordyce	2	AO
Heather Cotrupe	2	James Cunningham
Marivin Barboza	2	Hemerson Gonzalez
Luis Calderon Welman	2	Hemerson Gonzalez

NAME	#	SGA
Alejandra Ramos	2	Hemerson Gonzalez
Troy Farrin	2	Greg Graham
Katherine Nummy	2	Brett Gryska
Alek Filtz	2	Henderson-Locker
Evelyn Leon-Perez	2	Fort Worth Latino Division
Glorieth Liscano Gamero	2	Fort Worth Latino Division
Francesca Scala	2	Fort Worth Latino Division
Heddy Bahena Reyes	2	San Antonio Latino Division
Carolyn George	2	Sabrina Lloyd
Alvin Johnson	2	Sabrina Lloyd
John Partipilo	2	Sabrina Lloyd

NAME	#	SGA
Beau Cullen	2	Corey Neff
Kearra Harris	2	Ernest Powell
Carlos Canizalez Martinez	2	Jesus Romero
Marvin Marcano Hernandez	2	Jesus Romero
Yolamar Picon Mora	2	Jesus Romero
Daniel Rodriguez Mendoza	2	Jesus Romero
Kurt-James MacMillan	2	Satti-Kanaan
Cory Moncol	2	S-S-Parks-Salvaggi
Jihad Ottallah	2	S-S-Parks-Salvaggi
Decarleon Townsend	2	S-S-Parks-Salvaggi

### MGA

NAME	#	SGA
Jorge Caridad	24	Fort Worth Latino Division
Matthew Bogle	8	Henderson-Locker
Norvi Belisario	8	San Antonio Latino Division
Duane Shaw	8	Sabrina Lloyd
Susana Al Choufi Naim	7	Hemerson Gonzalez
Jean Romero Capote	7	Jesus Romero
Adrain Alfred	6	Michael Vasu
Clayton Slaughter	6	Michael Vasu
Adianeza Rodriguez	5	Hemerson Gonzalez
Adalberto Paz	5	San Antonio Latino Division
Patrycja Grudzinska	5	Sabrina Lloyd
Tahis Quintero Bonilla	5	Jesus Romero
Matthew Conrad	5	S-S-Parks-Salvaggi
Mark Bernsdorff	4	Simon Arias

NAME	#	SGA
Gabriela Sime	4	Fisher-Zuzick
Astrid Castrillon	4	Hemerson Gonzalez
Antonino Taormina	4	Brett Gryska
Zach Otto	4	Sabrina Lloyd
Ashley Clarke	4	Ernest Powell
Andrew Chambers	4	Philip Prata
Raul Angulo	4	Jesus Romero
Alexis Naranjo	4	Jesus Romero
Carmen Pena Guedez	4	Jesus Romero
Kevin Appasamy	3	AO
Eno Iftiu	3	AO
Dan Ikei	3	AO
Ashley Johnston	3	AO
John Lamere	3	AO

NAME	#	SGA
Joseph Tomanovich	3	AO
Tina Nelson	3	Mark Beckford
Matthew Turnquist	3	Richard Correa
Elias Boles	3	Brett Gryska
Heriberto Chavez	3	Andrew McQuade
Victoria Lewis	3	Ernest Powell
Isaac Foster	3	Nicole Sanders
James Fangmann	3	Albert Serur
Iv Menache	3	Albert Serur
Peter Gabranski	3	Serur-Yagjian
Daryl Graham	3	S-S-Parks-Salvaggi
Taulant Bane	3	Dustin Venekamp
Kelly Ekker	3	Tiffany Wagner

### GA

NAME	#	SGA
Angel Caridad	8	Fort Worth Latino Division
Helgi Bistoche Navarro	8	Richardson Latino Division
Andrea Caridad Perez	7	Fort Worth Latino Division
Tecole Smith	6	Michael Vasu
Marismely Wilhelm	5	Hemerson Gonzalez
Bettania Ramos	5	San Antonio Latino Division
Tanner West	5	Michael Vasu
Nairobi Contreras	4	Hemerson Gonzalez
Jessenia Yazbek	4	Hemerson Gonzalez
Jennifer Spalding	4	Henderson-Locker
Alejandra Larez Morales	4	Jesus Romero
Roberto Oleta Martinez	4	Jesus Romero
Raul Pinto	4	Jesus Romero
Elmar Salas Velasco	4	Jesus Romero
William Thomas	4	S-S-Parks-Salvaggi
Arianna DaLuz	3	Fisher-Zuzick
Yelineth Godoy Latuff	3	Fort Worth Latino Division
Skay Nusenu	3	Sabrina Lloyd
Danny Sour	3	Sabrina Lloyd

NAME	#	SGA
Katie Stahulak	3	Sabrina Lloyd
Tevin Overton	3	Philip Prata
Giorgi Gogidze	3	Albert Serur
Ruben Terrero	3	Serur-Yagjian
Ervin Metaj	3	Dustin Venekamp
Aaron Gillespie	2	AO
Mark Helton	2	AO
Kyle VanBibber	2	Simon Arias
Shanique Beckford	2	Mark Beckford
Danielle Custis	2	Slav Bitman
Atticus Wilklow	2	Denis-Michael Catalano
Brittney Mizer	2	Cohen-Velasquez
Nevin Pastrano	2	Richard Correa
Michele Cruz	2	James Cunningham
Tyjere Morrow	2	James Cunningham
Maria Chacinpino	2	Hemerson Gonzalez
Yeraldi Vila Gonzalez	2	Hemerson Gonzalez
Xavier Maldonado	2	Greg Graham
Stephanie Burghardt	2	Brett Gryska

NAME	#	SGA
Henry Jacobs	2	Brett Gryska
Stephanie Harris	2	Zach Hart
Tyler Cox	2	Henderson-Locker
Alexandra Jaeger	2	Sabrina Lloyd
Michael Jang	2	Sabrina Lloyd
Ebony Ortiz	2	Sabrina Lloyd
Katelyn McCombs	2	Brandon MacDonald
Mario Chavez	2	Andrew McQuade
Jenny Anderson	2	Travis Moody
Candace Williams	2	Ernest Powell
Nafic Djendji Abdel Khalek	2	Jesus Romero
Zorhedy Romero Aranda	2	Jesus Romero
Alexandre Simard-Jean	2	Satti-Kanaan
John Torres	2	S-S-Parks-Salvaggi
Emilio Guzman	2	Michael Vasu
Monica Montgomery	2	Michael Vasu
Thomas Whalen	2	Tommy Vena
Sean Gillespie	2	Tiffany Wagner
Joshua Winters	2	Jamison Weatherspoon

### RGA

NAME	#	SGA
Robert Janev	19	Sabrina Lloyd

NAME	#	SGA
Tahis Quintero Bonilla	15	Jesus Romero

NAME	#	SGA
Andy Batten	14	Michael Vasu

#### NEW ASSOCIATE – \$1,000 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA** – at least two new associates during the month  
**MGA** – at least three new associates during the month  
**RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# LEGACY







## RECRUITING PROGRAM



### TOP RECRUITING AGENTS\*\* JUNE

TOTAL LEGACY RECRUITERS: 304

TOTAL LEGACY RECRUITS: 395

 <b>Morgan Luptak</b> 9 Recruits Simon Arias	 <b>Astrid Castrillon</b> 8 Recruits Hemerson Gonzalez	 <b>Daryl Graham</b> 5 Recruits S-S-Parks-Salvaggi	 <b>Ryan Fickert</b> 4 Recruits Zach Hart	 <b>Judith Lopez</b> 4 Recruits Jesus Romero	 <b>Gregory Rudolph</b> 4 Recruits Simon Arias
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NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Morgan Luptak	9	Sierra Hartwig	3	Ashley Clarke	2	Paul Kelly	2	Nehomar Scandela	2	Sandra	2	Andrea	2
Astrid Castrillon	8	Ethan Romney	3	Fernando Coiran	2	Luis Lamb	2	Tyler Sevilla	2		2		2
Daryl Graham	5	Ashley Rust	2	Tommy Conard	2	Cuong Le	2	Patrick Sullivan	2		2		2
Ryan Fickert	4	Imani Banks	2	Matthew Conrad	2	Dublan Salazar Lopez	2	Jonathan Sultan Levy	2		2		2
Judith Lopez	4	Dionne Bass	2	Tammy Cornett	2	Ivan Martinez	2	Arielle Surgeson	2		2		2
Gregory Rudolph	4	Mark Bernsdorff	2	Karina Crespovera	2	Victor Moya Heyden	2	Derek Thompson	2		2		2
Luis Calderon Welman	3	Brandon Biskie	2	Talile Desalegn	2	Austen Oakes	2	Felix Villasmil Briceno	2		2		2
Anabel Campos Nunez	3	Conrad Boyer	2	Gavyn Florell	2	David Perez	2	Nancy Viorato	2		2		2
Travis Carpenter	3	Nicole Brooks	2	Chance Gunther	2	Samir Rasheed	2	Cody Walter	2		2		2
Erin Egyud	3	Malik Byrd	2	Shundra Hampton	2	Amindel Reyes	2	Adam Wheeler	2		2		2
Jhon Escauriza Contreras	3	Angel Caridad	2	DeAngelo Jackson	2	Linda Rivas de Briceno	2	Phallon Williams	2		2		2
Moises Fuenmayor Amaya	3	Javier Castillo	2	Drew Johnson	2	Jessica Santamarina	2	Dillon Zartman	2		2		2

### TOP RECRUITING AGENTS\*\* YTD

TOTAL LEGACY RECRUITERS: 1,514

TOTAL LEGACY RECRUITS: 2,529

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	38	Fernando Coiran	6	Daryl Graham	5	Jorge Castro	4	Phillip Martin	4		4		4
Gregory Rudolph	17	Matthew Conrad	6	Mario Hajro	5	Shawntae Collins	4	Joseph McCallister	4		4		4
Adam Wheeler	15	Derek Foore	6	Sierra Hartwig	5	Nairobi Contreras	4	Darton McIntire	4		4		4
Ryan Fickert	13	Yelineth Godoy Latuff	6	Sakawat Jibran	5	Maryori Coto	4	Mitchell Mickovic	4		4		4
Carmen Pena Guedez	12	Marsei Hogan	6	Zachery Kertulis	5	Juan Diaz	4	Austen Oakes	4		4		4
Christina Shanno Baldwin	12	Cody Langston	6	Peter Kwiatkowski	5	Erlan Diego	4	John Partipilo	4		4		4
Alma Lozano	11	Judith Lopez	6	Mariana Morales	5	Elizabeth Dunn-Gader	4	Sever Pena	4		4		4
Alexis De Santi	9	Jay Maska	6	Julian Navalta	5	Benjamin Eckenrod	4	Gabriela Perez	4		4		4
Morgan Luptak	9	Anizabeth Parra Gonzalez	5	Hollie Ellers	4	Noe Perez	4	Andrei Popa-Martine	4		4		4
Mallory Smith	9	Havis Alvarado	5	Rita Rider	5	Moises Fuenmayor Amaya	4	Melissa Quinn	4		4		4
Taulant Bane	8	Tiffany Babin-Washington	5	Ashley Rust	5	Alexander Gross	4	Jhonatan Quintero	4		4		4
Channing Gardner	8	Heddy Bahena Reyes	5	Aubre Rustad	5	Hudson Hall	4	David Ramirez-Benitez	4		4		4
Jessica Santamarina	8	London Burnett	5	Hugo Tigrera Gamboa	5	John Hartin	4	Ana Romano	4		4		4
Arthur Thomas	8	Luis Calderon Welman	5	Jeffrey Tucker	5	Mitchell Jeremiah	4	Aliya Johansen	4		4		4
Katherine Cogollo	7	Nixandra Caraballo	5	Ransy Vazquez	5	Jonathan Jones	4	David Staffieri	4		4		4
Maria Hernandez	7	David Carpenter	5	Megan Yakiemchuk	5	Christal Kamp	4	Joseph Tegan	4		4		4
Travis Kovach	7	Meredith Carrier	5	Youssef Yassine	5	Madison Kilburn	4	Blake Tomblin	4		4		4
Mac Massengill	7	Ethan Cooper	5	Michael Adkins	4	Fotini Kristuli	4	Felix Villasmil Briceno	4		4		4
Sherrie McCarty	7	Stephen Davis	5	Christian Baymack	4	Johnny Ly	4		4		4		4
Michael McKiernan	7	Bethany Evans	5	Marilyn de Belisario	4	Michael Maloney	4		4		4		4
Maria Montoya	7	Mavrick Fredericks	5	Mark Bernsdorff	4	Cameron Mandrake	4		4		4		4
Tyler Sevilla	7	Armita Ghalandar	5	Valentina Caridad Ferrer	4		4		4		4		4

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.  
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.  
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

# LEGACY RECRUITING CLUB

## MEMBERS

— By Number of Eligible Legacy Recruits\*

 <b>London Burnett</b> S-S-Parks-Salvaggi 25 Recruits PLATINUM	 <b>Christina Shanno Baldwin</b> Tiffany Wagner 15 Recruits GOLD	 <b>Eric Snyder</b> Simon Arias 10 Recruits SILVER	 <b>Jessica Wilhite</b> Jamison Weatherspoon 10 Recruits SILVER	 <b>Havis Alvarado</b> Hemerson Gonzalez 6 Recruits BRONZE	 <b>Nicole Herrin</b> Weatherspoon-Harris 6 Recruits BRONZE
 <b>Mark Bernsdorff</b> Simon Arias 5 Recruits BRONZE	 <b>Brandon Biskie</b> Henderson-Locker 5 Recruits BRONZE	 <b>Fernando Coiran</b> Jesus Romero 5 Recruits BRONZE	 <b>Stephen Davis</b> Serur-Yagjian 5 Recruits BRONZE	 <b>Nicholas Llewellyn</b> Dustin Venekamp 5 Recruits BRONZE	 <b>Judith Lopez</b> Jesus Romero 5 Recruits BRONZE
 <b>Daniel Ramirez</b> Corey Neff 5 Recruits BRONZE		 <b>James Romero</b> Mathew Hart 5 Recruits BRONZE	 <b>Jessica Specht</b> Brett Gryska 5 Recruits BRONZE		

\*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



CONGRATULATIONS TO THE  
ULTIMATE RECRUITING CHAMPIONSHIP WINNERS!

## CONTEST WINNERS

### FEATHERWEIGHT DIVISION

1 <sup>st</sup>	Raul Angulo	Jesus Romero	775.0% of standard
2 <sup>nd</sup>	Hasan Ghazal	Satti-Kanaan	
3 <sup>rd</sup>	Leonel Lazcano	Desi Dimitrova	

### LIGHTWEIGHT DIVISION

1 <sup>st</sup>	Richard Whyte	AO	240.0% of standard
2 <sup>nd</sup>	Stephen Coons	Byron Paz	
3 <sup>rd</sup>	Blake Tomblin	Simon Arias	

### WELTERWEIGHT DIVISION

1 <sup>st</sup>	Mark Bernsdorff	Simon Arias	200.0% of standard
2 <sup>nd</sup>	Blake Higuchi	AO	
3 <sup>rd</sup>	Jacob Russell	Blake Ralston	

### MIDDLEWEIGHT DIVISION

1 <sup>st</sup>	Ed-Maggie Myrthil	Theodore Pappas	175.0% of standard
3 <sup>rd</sup>	Robert Park	AO	

### LIGHT HEAVYWEIGHT DIVISION

1 <sup>st</sup>	Jean Romero Capote	Jesus Romero	163.6% of standard
3 <sup>rd</sup>	Rachel Brown	London Nelson	

### HEAVYWEIGHT DIVISION

1 <sup>st</sup>	Duane Shaw	Sabrina Lloyd	
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### GRAND PRIZE TRIP WINNER:

**Justin Sutton**  
Giddens-Giddens

### \$500 AMAZON GIFT CARD WINNERS:

**Bretta Jean Cummings**  
Brandon MacDonald

**Meaghan Krescsko**  
AO

**Susana Alchoufinaim**  
Hemerson Gonzalez



### Scott Dehning

Division Vice President  
of Field Operations

### The world is opening up again!

The pandemic is finally under control and we can get back to how our life was, or at least try to. We are getting back to normal although we can all agree, this will be a new normal. I don't think everything will ever be the same again as we have learned some life lessons in the past year.

For the past year, we have been communicating through screens, phones, and sometimes barely put on pants! Social interactions have been minimal and getting back to it may not be so easy. As we go back to normal, it is clear there are some skills we need to polish to excel in this new normal. One of these skills is our people skills.

Being behind doors and screens for a year can take a toll on how we interact. We may have forgotten some essential soft skills and yet we rely on these skills every day doing what we do. Many of us must be feeling anxious at the thought of having to interact again, hold conversations, make presentations, or even mingle with crowds.

This is expected and if this is you, don't be afraid. You are not alone. It will take some time to adapt to the new normal, post-pandemic life. To help us through this, let us look at some ways we can polish our people skills.

Take it a step at a time. Getting back to talking to people face to face daily can be overwhelming and you might find conversations and interactions awkward. Don't be hard on yourself. It may feel strange at first but you will soon enough get the hang of it.

Having embraced working at home, often alone, we might have adopted some new habits. For example, introverts may have thrived in the lockdown environment and relished working alone undisturbed. They can be dreading the thought of having to interact. Extroverts, on the other hand, may have been looking forward to going back to the work environment and will be full of vibrant energy when the offices open up.

Let us remember the new normal is a different experience for all of us and we might have to discuss mental health individually rather than discuss it collectively. Now more than ever, let us celebrate and appreciate our differences, and find a way to support each individual as they uniquely are.

Remember body language. Typing behind your computer creates a lot of confidence usually absent in one-on-one interactions. Observing body language will help you understand if people mean what they say. Further, written messages leave a lot to the

imagination; looking at body language can help you understand tones, undertones, nuances, and attitudes.

We need to be empathic now more than ever. People will adapt differently to the new normal. Some will feel the need to share more than needed and others will clam up. Some conversations will be one-sided and the interaction may be awkward. In these situations, try to be empathetic rather than judgemental. We will all acclimate at different paces.

Let us learn to listen more. Being locked up has led us to create worlds that only revolve around us. Basic communication skills like active listening haven't been practiced for a while. While we want others to pay attention to us and the world we have created around us, let us do the same for them. By listening, we shall learn what others are going through beside what they say out loud and offer valuable solutions.

We need to embrace digital communication more than ever before. As much as we shall make efforts to go back to normal, we have now realized a lot of meetings can easily be replaced by a video or phone call. A digital skillset will come in handy as businesses will now open up to more technologies and platforms to enhance communication.

Overall, the new normal will be awkward and challenging for a while, but like everything new, we have to learn. Embrace the awkwardness and to thrive in the new normal. 🙌

## GETTING BACK TO NORMAL – Our New Normal



# The **BUSINESS** ATHLETE

By Aaron Parsons  
RGA - Brandon MacDonald



## **JOHN ELWAY:** NEVER TOO LATE FOR GREATNESS

“In the long run, the cream always rises, and the crap always sinks.” There is no statement John Elway could have muttered that would better explain his professional career. If there is a shortlist of the greatest NFL quarterbacks, he is surely on that list. Had John Elway not stayed the course, that may have never been the case. It was in the long run that his greatness was fully revealed.

In his rookie year, Elway lost the starting QB job. He was considered to be a first-round flop! With hard work, persistence, and some unfortunate luck in the form of another player’s injury, Elway got another shot. This time he was ready!

In his fourth year pro, things started to look promising. Elway led the **DENVER BRONCOS** to Super Bowl XXI and executed an excellent game; however, it was not enough. Elway and his squad fell short. This started the next era of disappointment for John Elway. Denver played in the Super Bowl three out of four years from 1986–1989, each being beat worse than the loss before. Over the next 8 years, Elway and his Broncos lived a life of mediocrity on the football field winning only

one playoff game. It was concluded by many that John Elway would most likely go down in sports history as never becoming a champion.

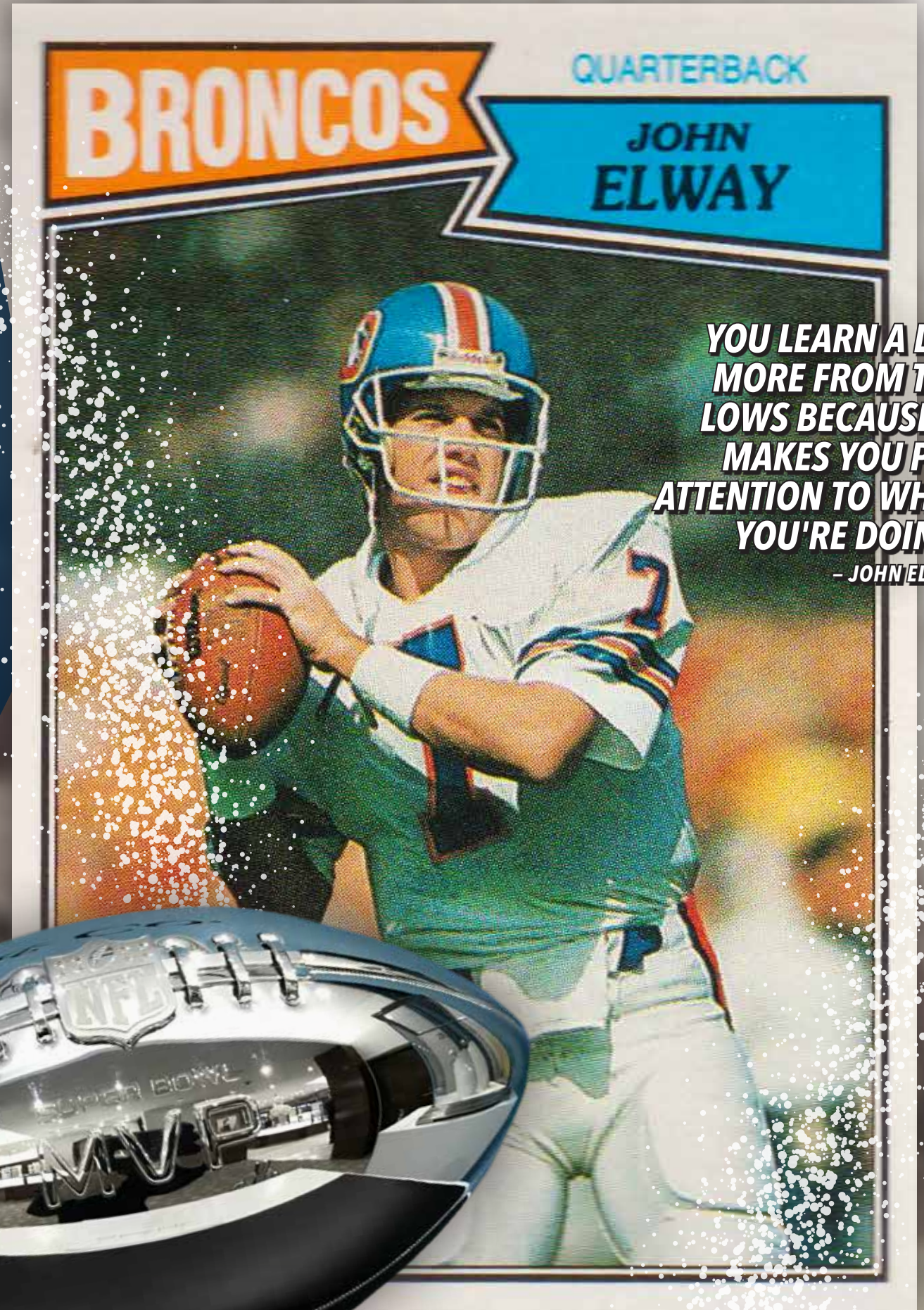
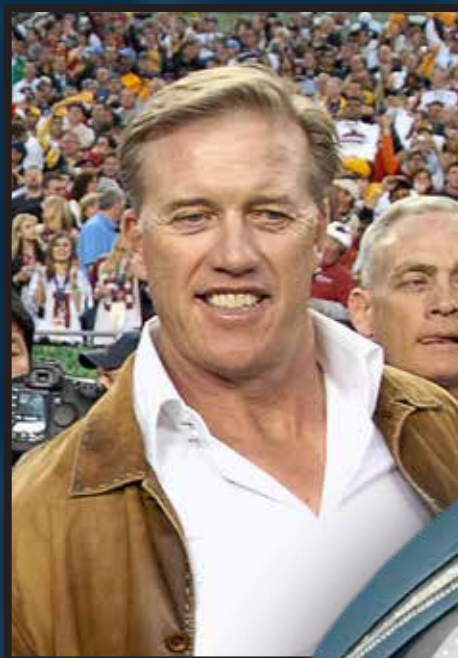
At the start of the 1997 season, John Elway was entering his 15<sup>th</sup> year as a professional football player. Zero Super Bowl wins, a 7–7 playoff record, and now in his late 30s, John Elway seemed to have the best years of his career behind him. Nine total Super Bowl starts from the quarterbacks of the 1983 draft class (considered the greatest of all time), but none had won . . . yet. In the preseason of that year, Elway ruptured a tendon in his throwing arm. Rumors immediately arose of retirement. Discussion ensued as to whether Elway would have a chance at becoming a Hall of Famer.

But our hero in this story still had something to prove. That year, John Elway came back from his injury, had a career-high touchdown total, and made it to Super Bowl XXXII against the infamous Brett Favre and the Green Bay Packers. But this time was different! In a close battle, Elway put the naysayers in their place. After fifteen years, John Elway was a **SUPER BOWL CHAMPION!**

If this was a Hollywood Blockbuster, this is where the story would end. We’ve seen too many movies end this way. The hero fighting to get to the goal and then once achieved, sailing off into the sunset. Going out on top, right? Not this story. Elway came back for one more season and recorded the best quarterback rating of his career, won a second championship, and was awarded **SUPER BOWL XXXIII MVP.**

John’s story relates so well to many careers in this business. Too many times in society and business, our friends, families, and even we, ourselves, look for what we call “microwave” results. Looking at Elway’s career, you can see that it’s never too late to get to the top. John Elway outlasted the competition, peers, and everyone’s expectations until he finally became a champion.

Be like John Elway. Keep doing it until successful; then do it again so the haters can’t say it was luck! Let’s grow!



**YOU LEARN A LOT MORE FROM THE LOWS BECAUSE IT MAKES YOU PAY ATTENTION TO WHAT YOU'RE DOING.**  
— JOHN ELWAY



**TELL US** how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to [LCFry@allife.com](mailto:LCFry@allife.com). If your story is selected, we’ll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.



# Make Tomorrow Better



## Pomona Valley, CA

American Income, in partnership with the Desi Dimitrova SGA office, donated \$15,000 to **Pomona Valley Habitat for Humanity** as part of the *Make Tomorrow Better* giving initiative. Desi chose this organization because she was inspired by our Habitat project in Waco (see below).

PV Habitat is part of the global, non-profit housing organization which builds quality, affordable homes for hard-working families in need. Potential Habitat homeowners must qualify, contribute sweat equity hours, and buy the home at cost with a 30-year mortgage.

# VIBRA LATINA

## ¡Es Hora de Sacudir la Rutina! Time to Shake-Up the Routine!

By **Diego R Arango**  
Sales Director



**En las últimas semanas hemos escuchado: “¡Es hora de sacudir las cosas y regresar a la normalidad!”**

Dado todo lo que sucedió durante la pandemia, debemos avanzar, desempeñarnos en nuestros niveles más altos y alcanzar la grandeza. Somos una raza diferente. Nuestro ADN nos impulsa a desarrollar nuestros territorios a nuevos niveles. Es hora de organizarse, usar la autodisciplina que cada uno de nosotros tiene y entrar en la segunda mitad del año listos para alcanzar cifras récord.

El mundo virtual nos abrió una ventana para ampliar nuestras oportunidades de ayudar a más familias. Adoptamos la tecnología y creamos una oportunidad para ofrecer nuestros beneficios a los clientes a través de Internet. Lo que debemos hacer ahora como organización, es tomar todo este conocimiento que hemos reunido y aplicarlo a una *normalidad aún más nueva*. Analice sus datos, prestando mucha atención a los momentos en los que nuestros índices de cierre son los más altos. Concéntrese en los días que lo llevan a un alto rendimiento, continúe educando a sus clientes. ¡SACUDA su mercado, SACUDA a su equipo, SACUDA su agencia, SACUDA su equipo de gerentes, SACUDA a sus clientes, SACUDA sus prácticas de reclutamiento!

Amigos, estamos a un abrir y cerrar de ojos de enfrentar una “nueva normalidad aún más nueva”. Es hora de renovar la pasión que nos define y pasar a la siguiente marcha para deshacernos de cualquier hábito indeseable que podamos haber desarrollado durante los meses de la pandemia. Ahora es el momento de aplicar todo lo que aprendimos en el último año para complementar nuestro ADN de AIL-NILICO. ¡A SACUDIRSE, equipo! Recuerde que somos parte de una fuerza de ventas legendaria que se adapta, implementa y avanza como todo un grupo. 🇺🇸

**In the last few weeks, we have been hearing: “It’s time to shake things up and get back to normal!”**

Given everything that took place during the pandemic, we must move forward, perform at our highest levels, and achieve greatness. We are a different breed. Our DNA drives us to develop our territories to new levels. It’s time to get organized, use the self-discipline that each of us has, and enter the second half of the year ready to achieve record-breaking numbers.

The virtual world opened a window for us to expand our opportunities to help more families. We embraced the technology and created an opportunity to provide our benefits to customers through the internet. What we must do now as an organization is to take all this knowledge we have gathered and apply it to an even *newer normal*. Analyze your data, paying close attention to the times when our close ratios are the highest. Focus on days that bring you high performance, continue educating your customers. SHAKE UP your market, SHAKE UP your team, SHAKE UP your agency, SHAKE UP your management team, SHAKE UP your customers, SHAKE UP your recruiting practices!

Gang, we are a blink of an eye away from facing an even “newer new normal.” It’s time to renew the passion that defines us and shift into the next gear to rid ourselves of any undesirable habits we may have developed during the pandemic months. Now is the time to apply everything we learned in the last year to complement our AIL-NILICO DNA. SHAKE IT UP, team! Remember that we are part of a legendary salesforce that adapts, implements, and moves forward as a whole. 🇺🇸

## Waco, TX — Waco Habitat for Humanity

**Thanks to your generous support, we are more than halfway to our goal of \$95,000!**

**Please help us reach our goal! The donation page will be active throughout this year.**

Use the QR code to navigate to our donation page! Forward your confirmation email to [lfry@Globe.Life](mailto:lfry@Globe.Life).

The Muñoz home build starts this Fall — stay tuned for more details!



Maria and Sandra Muñoz



## Iris Saavedra LATIN LEADER OF THE MONTH

- SGA en la zona norte de California
- Nacida en Guatemala
- Emigró a los Estados Unidos a la edad de 9 años para vivir el Sueño Americano
- Se graduó de la universidad con un título en Administración de Negocios
- Antes de trabajar con AIL se desempeñó como contadora
- Se unió a los rangos de AIL en 2013
- “Esta oportunidad ha cambiado mi vida, la vida de mis hijos en formas que solo soñaba. Ahora, la mejor parte, es que estoy en una posición en la que he podido ayudar a otros a ser más y crecer de tantas maneras que ni siquiera lo vieron. Estoy realmente bendecida de estar en esa posición”
- ¡Que vivan los Latinos, nosotros venimos aquí para triunfar!

- SGA in the Northern California area
- Born In Guatemala
- Migrated to the United States at 9 years old to live the American Dream
- Graduated College with degree in Business Administration
- Worked in the accounting field before AIL
- Joined the AIL ranks in 2013
- “This opportunity has changed my life, my kids’ life in ways I only dreamed of. The best part now, is that I am in a position where I have been able to help others be more and grow in so many ways that they didn’t even see it. I am truly blessed to be in that position”
- Long live Latinos, we are here to succeed!

Vemos una tremenda oportunidad en el mercado Latino. AIL-NILICO busca MGAs y GAs Latinos que deseen seguir la carrera profesional de SGA. **Si usted está interesado, hable con su SGA, después envíe un correo electrónico a [futuresga@AILife.com](mailto:futuresga@AILife.com)**

We see tremendous opportunity in the Latino market. AIL-NILICO is looking for Latino MGAs and GAs wanting to pursue the SGA Career track. **If you are interested, speak to your SGA, then send an email to [futuresga@AILife.com](mailto:futuresga@AILife.com)**

### VETERAN PRODUCER



**1**  
DANA MARTIN GONZALEZ  
MIAMI, FL

### ROOKIE PRODUCER



**1**  
LARRY PEREZ RODRIGUEZ  
MIAMI, FL

### SA



**1**  
NESTOR MORALES  
BEDFORD, TX

### GA



**1**  
HELGI BISTOCHETT NAVARRO  
RICHARDSON, TX

### VETERAN MGA



**1**  
MAYRA ROBLES  
HOUSTON, TX

### ROOKIE MGA



**1**  
JEAN ROMERO CAPOTE  
HOUSTON, TX

### RGA



**1**  
ALEXIS NARANJO  
HOUSTON, TX

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dana Martin Gonzalez	\$17,996	93.2	Alfredo Garcia	Beto Quintero
2	Jean Romero Capote	\$15,306	87.9	Jean Romero Capote	Jesus Romero
3	Jusem Hajali	\$10,731	85.2	Klyo Vidal	Beto Quintero
4	Amalia Rodriguez De Nava	\$9,350	81.4	Patricia Fischer	Beto Quintero
5	Taleb Jammoul Hajali	\$9,160	93.5	Klyo Vidal	Beto Quintero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Larry Perez Rodriguez	\$74,192	100	Solgeis Cardozo Mijares	Hemerson Gonzalez
2	Jhon Escauriza Contreras	\$37,311	100	Jorge Caridad	Fort Worth Latino Division
3	Nancy Djendji	\$28,486	100	Jean Romero Capote	Jesus Romero
4	Noris Dominguez Ramirez	\$27,609	99	Jean Romero Capote	Jesus Romero
5	Karina Crespovera	\$27,318	100	Jorge Caridad	Fort Worth Latino Division

## TOP LATINO MARKET SUPERVISING AGENTS: JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Nestor Morales	\$81,497	\$86,178	100	Jorge Caridad	Fort Worth Latino Division
2	Carlos Barreto Bermudez	\$80,223	\$86,086	100		Richardson Latino Division
3	Nesmar Vielma	\$73,980	\$74,552	98	Solgeis Cardozo Mijares	Hemerson Gonzalez
4	Axel Carrasquel	\$62,698	\$69,089	99	Jorge Caridad	Fort Worth Latino Division
5	Juan Guzman Aular	\$53,401	\$62,130	100	Luis Velasquez	Jesus Romero

## TOP LATINO MARKET GENERAL AGENTS: JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Helgi Bistochoett Navarro	\$122,352	\$121,890	94		Richardson Latino Division
2	Narayana Pena Gutierrez	\$108,612	\$126,828	92	Solgeis Cardozo Mijares	Hemerson Gonzalez
3	Bettania Ramos	\$105,793	\$123,742	100	Adalberto Paz	San Antonio Latino Division
4	Angel Caridad	\$105,377	\$116,507	100	Jorge Caridad	Fort Worth Latino Division
5	Lubraska Iguaro	\$96,002	\$101,978	98	Luis Velasquez	Jesus Romero

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: JUNE

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Mayra Robles	33.9%	\$40,819	\$30,491	75.6	Gonzalez-Vasu

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: JUNE

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Jean Romero Capote	483.1%	\$155,792	\$32,250	75.2	Jesus Romero
2	Luis Velasquez	427.0%	\$137,714	\$32,250	95	Jesus Romero
3	Susana Al Choufi Naim	355.1%	\$114,518	\$32,250	90	Hemerson Gonzalez

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: JUNE

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Alexis Naranjo	505.8%	\$195,384	\$32,250	94	Jesus Romero

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dana Martin Gonzalez	\$80,029	93.2	Alfredo Garcia	Beto Quintero
2	Diego Vargas	\$51,687	75.7	Daniel Pacheco	Beto Quintero
3	Victor Romero	\$49,132	84.1	Yairy Magon	Beto Quintero
4	Leonardo Alsina	\$41,947	73.9	Sergio Carta	Beto Quintero
5	Amanda Urdaneta	\$40,196	83.0	Alfredo Garcia	Beto Quintero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Roger Tovar	\$89,452	100	Jorge Caridad	Fort Worth Latino Division
2	Nancy Djendji	\$87,018	100	Jean Romero Capote	Jesus Romero
3	Larry Perez Rodriguez	\$74,605	100	Solgeis Cardozo Mijares	Hemerson Gonzalez
4	Noris Dominguez Ramirez	\$71,427	99	Jean Romero Capote	Jesus Romero
5	Estela Pino	\$70,977	100	Luis Velasquez	Jesus Romero

## TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Juan Guzman Aular	\$139,610	\$161,141	100	Luis Velasquez	Jesus Romero
2	Axel Carrasquel	\$126,502	\$147,968	99	Jorge Caridad	Fort Worth Latino Division
3	Yelitza Dominguez	\$124,130	\$196,672	99	Jean Romero Capote	Jesus Romero
4	Patricia Cinquemani	\$105,575	\$130,445	96	Susana Al Choufi Naim	Hemerson Gonzalez
5	Nestor Morales	\$105,251	\$133,773	100	Jorge Caridad	Fort Worth Latino Division

## TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Nafic Djendji Abdel Khalek	\$367,595	\$659,509	99	Jean Romero Capote	Jesus Romero
2	Narayana Pena Gutierrez	\$323,527	\$424,246	92	Solgeis Cardozo Mijares	Hemerson Gonzalez
3	Taleb Jammoul Hajali	\$297,236	\$552,061	93	Klyo Vidal	Beto Quintero
4	Helgi Bistochoett Navarro	\$289,001	\$314,474	94		Richardson Latino Division
5	Lubraska Iguaro	\$209,161	\$239,020	98	Luis Velasquez	Jesus Romero

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Mayra Robles	18.3%	\$206,022	\$174,100	75.6	Gonzalez-Vasu

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Jean Romero Capote	342.3%	\$662,411	\$193,500	75.2	Jesus Romero
2	Jorge Caridad	268.9%	\$520,309	\$193,500	96	Fort Worth Latino Division
3	Carmen Pena Guedez	206.5%	\$399,611	\$193,500	93	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Alexis Naranjo	4597.5%	\$745,628	\$15,873	94	Jesus Romero

# Globe Life ACHIEVEMENT AWARDS

LIVE! BY LOEWS Arlington, Texas | July 30 – August 1, 2021



SALES DIVISION WINNER

JOSH DISHONG



SALES DIVISION RUNNER-UP  
VIKTORIOUS DUGAN



PERSONAL RECRUITER DIVISION WINNER

ASTRID GOMEZ-CASTRILLON



PERSONAL RECRUITER DIVISION RUNNER-UP  
AVERIGH SPECIALE



LEGACY AWARD WINNERS

SURACE-SMITH-PARKS-SALVAGGI

# SHAKE IT UP!

**BEING ABLE TO CONDUCT OUR BUSINESS** virtually has been a blessing for us all; however, after working from home for 16 months, it's gotten a bit old. Virtual is here to stay, yet many are feeling the need to look beyond their computer screens to find ways to stay engaged. One of the main reasons people join our company is our culture, which is nothing less than our people and how they interact and relate. A vital, energetic, active culture is key to growth and satisfaction. As we begin feeling safer and more confident, we can find new opportunities to amplify the winning culture we're known for!



**MEET & GREET**  
Is your office beginning to conduct live meetings? If you feel comfortable gathering in person, go! Meet the new people. Catch up with the AIL/NILICO family and bring on the fun!

**LET'S RIDE**  
Have you been a side-lined road warrior? There is a hard-core group of individuals who are at the top of their game when they are running appointments on the road. People are becoming more confident about resuming in-person visits. If you are, contact your POS leads and ask if they would consider an in-person visit. If you have an opportunity, offer to take a teammate with you who has never been knee-to-knee with a client.



**READ THE ROOM**  
If you have never been in the field, or if you are feeling a bit rusty, consider coming into the office for some old-fashioned role-play. Learning or relearning the subtleties of non-verbal cues is good for all types of relationships, not just in business.

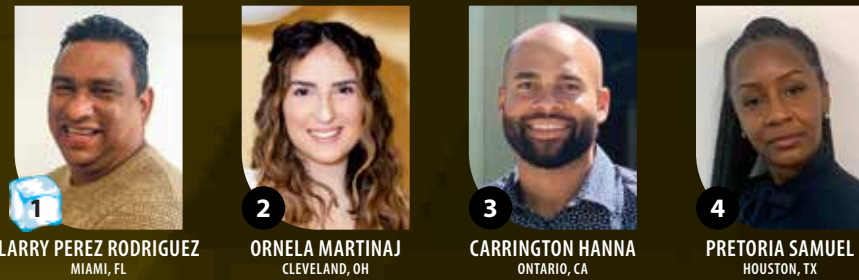


**VIRTUALLY HAPPY**  
Consider working virtually from your SGA office occasionally. You'll have the benefit of interacting with clients in the way you prefer and you get to mingle with others on your team. You may find there are fewer distractions as well.



Always follow state guidelines regarding group activities, use common sense, and act responsibly. Let's shake up our mindset, have some fun, and continue to THRIVE in 2021.

\*Big thanks to VP Fred Hadayia for the inspo.

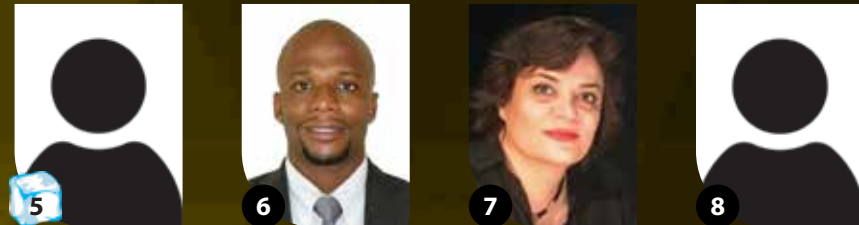


**1** LARRY PEREZ RODRIGUEZ  
MIAMI, FL

**2** ORNELA MARTINAJ  
CLEVELAND, OH

**3** CARRINGTON HANNA  
ONTARIO, CA

**4** PRETORIA SAMUEL  
HOUSTON, TX

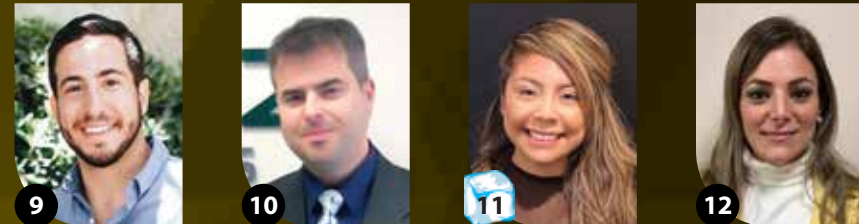


**5** JHON ESCAURIZA CONTRERAS  
BEDFORD, TX

**6** HERLIN CELICOURT  
POMPAÑO BEACH, FL

**7** LADAN RAHBARY  
VANCOUVER, BC

**8** TAYARI OTIS  
ORLANDO, FL

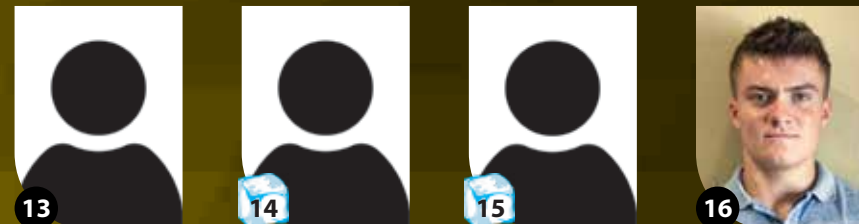


**9** MATTHEW KAHWAJI  
ASHLAND, OH

**10** SCOTT WHITFORD  
WILMINGTON, DE

**11** DAMARIS TREJO  
SCHAUMBURG, IL

**12** NANCY DJENDJI  
HOUSTON, TX

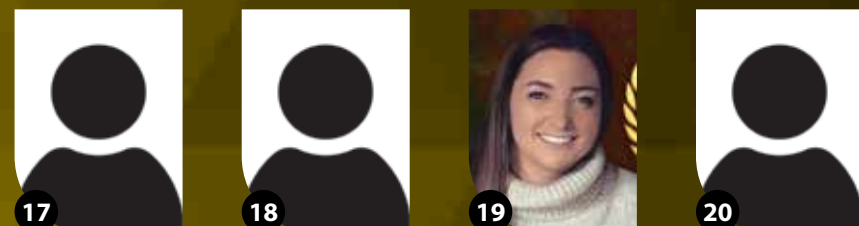


**13** NORIS DOMINGUEZ RAMIREZ  
HOUSTON, TX

**14** KARINA CRESPOVERA  
BEDFORD, TX

**15** JONATHAN SULTAN LEVY  
MIAMI, FL

**16** SPENCER KOZEJ  
WEXFORD, PA

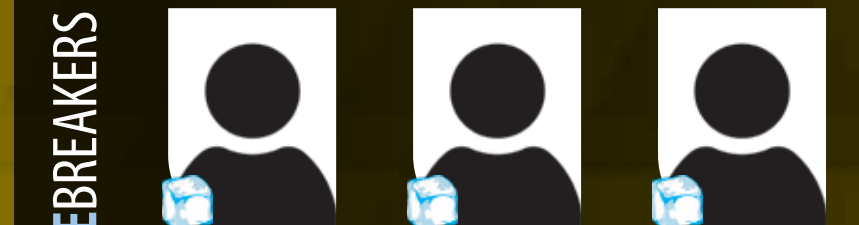


**17** ESTELA PINO  
HOUSTON, TX

**18** JORGE SERRA  
BEDFORD, TX

**19** CHRISTINA SALVATORE  
ANAHEIM, CA

**20** DAMON STROUP  
TRACY, CA



**13** AMBAR PIMENTEL  
HOUSTON, TX

**24** EDGAR VELASQUEZ ROMERO  
RICHARDSON, TX

**27** SOOARA ROSABAL  
MIAMI, FL

ICEBREAKERS

## JUNE

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Larry Perez Rodriguez	\$74,192	100		Solgeis Cardozo Mijares Hemerson Gonzalez	
2	Ornela Martinaj	\$59,913	100		Eno Iftiu AO	
3	Carrington Hanna	\$45,024		86.1	Eno Iftiu AO	
4	Pretoria Samuel	\$42,173	98		Justin Sutton Giddens-Giddens	
5	Jhon Escauriza Contreras	\$37,311	100		Jorge Caridad Fort Worth Latino Division	
6	Herlin Celicourt	\$36,462		82.9	Jean M Joseph Tom Williams	
7	Ladan Rahbary	\$34,136		90.7	Bruce Viaje AO	
8	Tayari Otis	\$32,183	84		Joe Lewo Henderson-Locker	
9	Matthew Kahwaji	\$31,349	96		Eno Iftiu AO	
10	Scott Whitford	\$31,024		82.0	Saury Espailat Ryan Bisanz	
11	Damaris Trejo	\$30,955	96		Zach Otto Sabrina Lloyd	
12	Nancy Djendji	\$28,486	100		Jean Romero Capote Jesus Romero	
13	Noris Dominguez Ramirez	\$27,609	99		Jean Romero Capote Jesus Romero	
14	Karina Crespo Vera	\$27,318	100		Jorge Caridad Fort Worth Latino Division	
15	Jonathan Sultan Levy	\$27,273	100		Susana Al Choufi Naim Hemerson Gonzalez	
16	Spencer Kozej	\$27,148		83.8	Mark Bernsdorff Simon Arias	
17	Estela Pino	\$26,946	100		Luis Velasquez Jesus Romero	
18	Jorge Serra	\$26,724	97		Jorge Caridad Fort Worth Latino Division	
19	Christina Salvatore	\$26,119		73.5	Arif Hajro AO	
20	Damon Stroup	\$25,643	95		Stuart Pagan Mathew Hart	
21	Simon Reichert	\$25,019	94		Matthew Conrad S-S-Parks-Salvaggi	
22	Ashley Mysza	\$24,909		90.3	John Vacca Tommy Vena	
23	Ambar Pimentel	\$24,764	100		Luis Velasquez Jesus Romero	
24	Edgar Velasquez Romero	\$24,401	100			Richardson Latino Division
25	Eduardo Peraza Ramos	\$24,095	100		Norvi Belisario San Antonio Latino Division	
26	Sooara Rosabal	\$23,944	100		Solgeis Cardozo Mijares Hemerson Gonzalez	
27	Kevin Musai	\$23,855	97		Eno Iftiu AO	
28	Salvador Colina Acosta	\$23,713	100		Norvi Belisario San Antonio Latino Division	
29	Kimbria Bracey	\$23,383		74.8	Ashley Clarke Ernest Powell	
30	Alexander Gross	\$23,111	89		Joshua Goodman Richard Correa	
31	Hector Cruz	\$23,086	93		Joseph Rotolo Henderson-Locker	
32	Luis Soriano	\$22,918		76.4	Jeffrey Espinal Theodore Pappas	
33	Nicholas Daniels	\$22,916	99		Michael Giachetti S-S-Parks-Salvaggi	
34	Anthony Williams	\$22,897	89		Ryan Crawford Simon Arias	
35	Matthew Kerfoot	\$22,172	97		Brandon Minor AO	
36	Insaf Hmaid	\$22,049		79.9	Darrell Asbell AO	
37	Nicholas Gartside	\$21,851	100		Mark Neilson AO	
38	Connor O'Donnell	\$21,502		87.0	Arturo Romero S-S-Parks-Salvaggi	
39	Epifania Segovia Barreto	\$21,399	100		Jean Romero Capote Jesus Romero	
40	Sara Hart	\$21,172	84		Eno Iftiu AO	
41	Scott Jay	\$21,167	100		Eno Iftiu AO	
42	Alexandria Greer	\$21,111		83.9	Anthony Mazurkewicz Giddens-Giddens	
43	Katharine Thorne	\$20,968		74.7	Katharine Thorne AO-Lorence	
44	Sharon Potter	\$20,319	99		Patrycja Grudzinska Sabrina Lloyd	
45	Allisa Louis Cristostomo	\$20,045	99		Eric Banks Saavedra-Longino	
46	Vanessa Suiter	\$19,558	98			Josh West
47	Amandeep Kaur	\$19,109	95		Kamal Tayyib Andrew McQuade	
48	Mario Alvarez	\$19,051	100		Raul Angulo Jesus Romero	
49	Michael Schulze	\$18,904	89		Joe Lewo Henderson-Locker	
50	Zuleima Chinchilla	\$18,884	100			Richardson Latino Division

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Ladan Rahbary	\$159,684		90.7	Bruce Viaje AO	
*2	Spencer Kozej	\$159,077		83.8	Mark Bernsdorff Simon Arias	
*3	Scott Whitford	\$158,124		82.0	Saury Espailat Ryan Bisanz	
*4	Carrington Hanna	\$142,899		86.1	Eno Iftiu AO	
*5	Christina Salvatore	\$134,535		73.5	Arif Hajro AO	
*6	Ervin Metaj	\$131,593	93		Taulant Bane Dustin Venekamp	
*7	Kimbria Bracey	\$128,605		74.8	Ashley Clarke Ernest Powell	
*8	Ashley Mysza	\$125,377		90.3	John Vacca Tommy Vena	
*9	Hector Cruz	\$119,254	93		Joseph Rotolo Henderson-Locker	
*10	Bruno Nuro	\$117,555	91		Taulant Bane Dustin Venekamp	
11	Bart Barrett	\$113,939		85.0	Mark Lomonaco AO	
12	Marvelie Sanchez	\$112,816	90		Joseph Tomanovich AO	
13	Sandra Archer	\$107,673		73.5	Anthony Chinaglia Evan Holzhauer	
14	Connor O'Donnell	\$106,965		87.0	Arturo Romero S-S-Parks-Salvaggi	
15	Giorgio Gogidze	\$106,748		83.7	James Fangmann Albert Serur	
16	Tyjere Morrow	\$106,413		84.5	Ashley Rust James Cunningham	
17	Christopher Gilbert	\$103,658	88		Jeremiah Russin Simon Arias	
18	Anthony Williams	\$100,295	89		Ryan Crawford Simon Arias	
19	Scott Urbanowicz	\$100,055	95		Joe Lewo Henderson-Locker	
20	Elaina Vecchio	\$99,237	93		Edward DeFurio Nick Moore	
21	Crystal Lax	\$98,345		85.4	Joy Vann-Austin Jamison Weatherspoon	
22	Matthew Kahwaji	\$95,744	96		Eno Iftiu AO	
23	Joshua Hosenbold	\$95,039		77.1	Joe Lewo Henderson-Locker	
24	Christina Ande	\$93,489	91		John Vacca Tommy Vena	
25	Sara Hart	\$92,797	84		Eno Iftiu AO	
26	Michael Geyer	\$90,919		90.3	Mark Bernsdorff Simon Arias	
27	Roger Tovar	\$89,452	100		Jorge Caridad Fort Worth Latino Division	
28	Chilynn Acevedo	\$87,819		92.2	Chilynn Acevedo Fisher-Zuzick	
29	Nancy Djendji	\$87,018	100		Jean Romero Capote Jesus Romero	
30	Herlin Celicourt	\$85,996		82.9	Jean M Joseph Tom Williams	
31	Kelechi Anele	\$84,192	89		Carlo Buhay AO	
32	Kelly Nelson	\$84,090	91		Bobby Park AO	
33	Jay Maska	\$83,898	94		Conner White Arias-Dlabik	
34	Vanessa Suiter	\$83,338	98			Josh West
35	Kurt Evans	\$82,705		81.7	Alec Seibold Josh West	
36	Sergio Hernandez	\$82,622		77.9	Joe Lewo Henderson-Locker	
37	Blair Sheppard	\$81,882		78.5	Steven Sparkes AO	
38	Damon Stroup	\$81,593	95		Stuart Pagan Mathew Hart	
39	Sharon Potter	\$81,562	99		Patrycja Grudzinska Sabrina Lloyd	
40	Luis Soriano	\$80,486		76.4	Jeffrey Espinal Theodore Pappas	
41	Insaf Hmaid	\$80,046		79.9	Darrell Asbell AO	
42	Andi Iftiu	\$80,029	91		Eno Iftiu AO	
43	Bryan Stoddard	\$79,550		75.9		Josh West
44	Joshua Notte	\$79,405	98		Daniel Prinzo S-S-Parks-Salvaggi	
45	Stephen Davis	\$79,103	96			Serur-Yagjian
46	Jeremy DiGiovanni	\$78,347	97		Joe Lewo Henderson-Locker	
47	Larry Perez Rodriguez	\$74,605	100		Solgeis Cardozo Mijares Hemerson Gonzalez	
48	David Ferriolo	\$74,097		94.5	John Catalano Simon Arias	
49	Holli Allien	\$73,513	94			Nick Moore
50	Michele Stewart	\$72,439	85		Eno Iftiu AO	

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



**1**  
DANIEL PARAVISINI  
GRANDVIEW, MO



**2**  
AREF SAYEGH  
HALIFAX, NS



**3**  
MICHAEL VAN DELFT  
HALIFAX, NS



**4**  
KLAUDIO MARTINAJ  
CORONA, CA



**5**  
MATTHEW SUTTON  
HOUSTON, TX



**6**  
KLAUDIO MERIZAJ  
CORONA, CA



**7**  
OLEG NOVITCHII  
CLEVELAND, OH



**8**  
KELLY EKKER  
OMAHA, NE



**9**  
TREVOR BAILEY  
HALIFAX, NS



**10**  
DUNI OLUSEGUN  
INDIANAPOLIS, IN



**11**  
LILY SAKAI  
LOS ANGELES, CA



**12**  
CHRIS ANDERSON  
TRACY, CA



**13**  
DERRICK MASON  
COON RAPIDS, MN



**14**  
ROGER FUNG  
TRACY, CA



**15**  
ALIPATE MAKAU  
AUCKLAND, NZ



**16**  
LOGAN KLINK  
WEXFORD, PA



**17**  
MUHAMMED ASHRAF  
FLUSHING, NY



**18**  
ROGER FREDERICKS  
LAS VEGAS, NV



**19**  
SHIV PATEL  
SCHAUMBURG, IL



**20**  
ROMAL OMID  
TRACY, CA

## JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Daniel Paravisini	\$66,100	85.4	Ryan Stenglein	AO
2	Aref Sayegh	\$62,668	91.5	Phillip Waisman	Satti-Kanaan
3	Michael van Delft	\$58,610	92.5		Satti-Kanaan
4	Klaudio Martinaj	\$58,337	81.4	Eno Iftiu	AO
5	Matthew Sutton	\$52,549	82.1	Matthew Sutton	Giddens-Giddens
6	Klaudio Merizaj	\$48,019	77.0	Eno Iftiu	AO
7	Oleg Novitchii	\$46,463	90.6	Eric Thompson	S-S-Parks-Salvaggi
8	Kelly Ekker	\$42,891	100.0	Kelly Ekker	Tiffany Wagner
9	Trevor Bailey	\$37,084	94.3	Scott Wheeler	Satti-Kanaan
10	Duni Olusegun	\$37,041	85.1	Duni Olusegun	James Cunningham
11	Lily Sakai	\$35,617	92.9		Cohen-Velasquez
12	Chris Anderson	\$34,162	78.4		Mathew Hart
13	Derrick Mason	\$33,981	81.1	Derrick Mason	Chad Deley
14	Roger Fung	\$33,229	76.9		Mathew Hart
15	Alipate Makau	\$31,831	92.6	Alipate Makau	Steve Friedlander
16	Logan Klink	\$31,728	88.2	Jason Bratin	Simon Arias
17	Muhammed Ashraf	\$31,623	88.5	Sabrina Kryshundayal	Theodore Pappas
18	Roger Fredericks	\$30,462	89.8	Adrienne Bragas	AO
19	Shiv Patel	\$30,134	78.2	Zach Otto	Sabrina Lloyd
20	Romal Omid	\$30,061	74.2	Romal Omid	Mathew Hart
21	Joshua Dishong	\$29,447	82.2	Joshua Dishong	S-S-Bendure-Hartwig
22	Carmen Arroyo	\$28,865	85.1	Carmen Arroyo	Theodore Pappas
23	Joey Kennedy	\$28,781	90.2		AO
24	Noella Coleman	\$28,277	85.0	Noella Coleman	AO
25	Dina Boghdady	\$27,912	76.5	Luay Ghawi	AO
26	Tina Janti	\$27,352	99	Tina Janti	AO
27	Juan Olvera	\$27,112	89.6	Juan Olvera	Stephen Jubrey
28	Kasali Kotun	\$27,103	83.9	Kasali Kotun	Williams-Akinade-Musso
29	Kevin Ishikane	\$26,733	93.5	Blake Higuchi	AO
30	Kristi Basho	\$25,482	87.3	Arif Hajro	AO
31	Max Quasem	\$25,263	89.5		Cohen-Velasquez
32	Arturo Romero	\$24,233	83.6	Arturo Romero	S-S-Parks-Salvaggi
33	Alexandra Longo	\$23,997	84.8	Alexandra Longo	Hart-Lewicki
34	Andrew Chambers	\$23,970	77.3	Andrew Chambers	Phillip Prata
35	Tachane Joseph	\$23,708	76.3	Jean M Joseph	Tom Williams
36	Amanda Lustbader	\$23,542	78.8	Michelle Olivo	Giglione-Ackerman
37	Anthony Mazurkewicz	\$23,173	77.5	Anthony Mazurkewicz	Giddens-Giddens
38	Fouad Gerges	\$23,127	85.8	Daniel Orr	Satti-Kanaan
39	Matthew Zang	\$23,039	84.2	Ryan Stenglein	AO
40	Phi Phan	\$22,127	75.2	Phi Phan	Desi Dimitrova
41	Carly Ferraro	\$21,738	77.4	Rita Rider	S-S-Parks-Salvaggi
42	Alex Smith	\$21,431	87.5	Clint Perry	AO
43	Omar Hashimi	\$21,036	86.9	Paul Samra	Andrew McQuade
44	Bryan Juskiw	\$21,000	93.8	Bryan Juskiw	S-S-Bendure-Hartwig
45	Adam Kidikas	\$20,937	80.8	Adam Kidikas	Josh West
46	Maria M Ramirez	\$20,894	77.9	Maria M Ramirez	Hart-Lewicki
47	Christopher Applegate	\$20,483	84.8	Michael Giachetti	S-S-Parks-Salvaggi
48	Jillian Getz	\$20,230	84.9	Arif Hajro	AO
49	Jordon Graham	\$19,473	75.5	Zach Otto	Sabrina Lloyd
50	Pablo Solis	\$19,239	76.2	Pablo Solis	Mathew Hart

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$354,986	82.2	Joshua Dishong	S-S-Bendure-Hartwig
*2	Oleg Novitchii	\$301,625	90.6	Eric Thompson	S-S-Parks-Salvaggi
*3	Michael van Delft	\$269,248	92.5		Satti-Kanaan
*4	Duni Olusegun	\$250,669	85.1	Duni Olusegun	James Cunningham
*5	Daniel Paravisini	\$249,886	85.4	Ryan Stenglein	AO
*6	Carmen Arroyo	\$231,131	85.1	Carmen Arroyo	Theodore Pappas
*7	Arturo Romero	\$218,107	83.6	Arturo Romero	S-S-Parks-Salvaggi
*8	Kevin Ishikane	\$217,273	93.5	Blake Higuchi	AO
*9	Aref Sayegh	\$213,079	91.5	Phillip Waisman	Satti-Kanaan
*10	Alipate Makau	\$186,675	92.6	Alipate Makau	Steve Friedlander
11	Lily Sakai	\$178,180	92.9		Cohen-Velasquez
12	Muhammed Ashraf	\$171,158	88.5	Sabrina Kryshundayal	Theodore Pappas
13	Derrick Mason	\$169,484	81.1	Derrick Mason	Chad Deley
14	Roger Fredericks	\$164,819	89.8	Adrienne Bragas	AO
15	Mario Hajro	\$162,868	86		AO
16	Roger Fung	\$161,219	76.9		Mathew Hart
17	Arif Hajro	\$156,591	84.5	Mario Hajro	AO
18	Dina Boghdady	\$141,688	76.5	Luay Ghawi	AO
19	Taulant Bane	\$139,448	92.0	Taulant Bane	Dustin Venekamp
20	Max Quasem	\$134,093	89.5		Cohen-Velasquez
21	Trevor Bailey	\$132,808	94.3	Scott Wheeler	Satti-Kanaan
22	Kevin Gillum	\$130,447	85.9	Mark Neilson	AO
23	Alex Miller	\$127,798	73.3	Stephen Jeung	Cohen-Velasquez
24	Jillian Getz	\$127,044	84.9	Arif Hajro	AO
25	Ellen Tuttle	\$124,117	86.6		Brett Gryska
26	Abeni Mayfield	\$122,974	76.0	Timothy Bugge	Simon Arias
27	Alex Smith	\$122,919	87.5	Clint Perry	AO
28	Mike Reed	\$122,367	93.6	Meaghan Krecsko	AO
29	Troy Plummer	\$120,023	77.8	Michael Mandella	AO
30	Kristi Basho	\$117,988	87.3	Arif Hajro	AO
31	Klaudio Martinaj	\$117,589	81.4	Eno Iftiu	AO
32	Joey Kennedy	\$117,509	90.2		AO
33	Jesse Fullmer	\$117,361	91.2	Jesse Fullmer	AO
34	Bryan Juskiw	\$114,350	93.8	Bryan Juskiw	S-S-Bendure-Hartwig
35	Omar Hashimi	\$114,245	86.9	Paul Samra	Andrew McQuade
36	Viktorious Dugan	\$109,326	87.0	Harold Durana	AO
37	Kasali Kotun	\$109,058	83.9	Kasali Kotun	Williams-Akinade-Musso
38	Matthew Zang	\$108,553	84.2	Ryan Stenglein	AO
39	Ireland Sirni	\$104,152	89.1	Edward DeFurio	Nick Moore
40	DeAnthony Hartman	\$102,460	80.3	Nick Scordos	Zach Hart
41	Joachim Jean	\$99,210	91.3	Ryan Hall	Laura Fisher
42	Logan Klink	\$98,527	88.2	Jason Bratin	Simon Arias
43	Phi Phan	\$98,129	75.2	Phi Phan	Desi Dimitrova
44	Andrew Chambers	\$98,127	77.3	Andrew Chambers	Phillip Prata
45	Duane Shaw	\$95,670	94.8	Duane Shaw	Sabrina Lloyd
46	Alan Sedaghat	\$95,389	78.7	Alan Sedaghat	AO
47	Matthew Sutton	\$94,271	82.1	Matthew Sutton	Giddens-Giddens
48	Debbie-Ann Whitehome	\$93,974	81.4	Christopher Botelho	AO
49	Chris Anderson	\$93,560	78.4		Mathew Hart
50	Stephen Bowen	\$93,106	83.8	Stephen Bowen	AO

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,919,376 Net ALP — MAX QUASEM 6/30/21

# SUPERVISING AGENTS

**1** DENISE KYRKOS  
CORONA, CA

**2** NESTOR MORALES  
BEDFORD, TX

**3** CARLOS BARRETO BERMUDEZ  
RICHARDSON, TX

**4** NESMAR VIELMA  
DALLAS, TX

**5** AXEL CARRASQUEL  
BEDFORD, TX

**6** KERRY ZORNS  
HOUSTON, TX

**7** JUAN GUZMAN AULAR  
HOUSTON, TX

**8** SARA HART  
CATHEDRAL CITY, CA

**9** CORY MONCOL  
CLEVELAND, OH

**10** MARCOS MENDOZA CEDEÑO  
SAN ANTONIO, TX

## JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Denise Kyrkos	\$82,780	\$103,572	97		Eno Iftiu AO
2	Nestor Morales	\$81,497	\$86,178	100		Jorge Caridad Fort Worth Latino Division
3	Carlos Barreto Bermudez	\$80,223	\$86,086	100		Richardson Latino Division
4	Nesmar Vielma	\$73,980	\$74,552	98		Solgeis Cardozo Mijares Hemerson Gonzalez
5	Axel Carrasquel	\$62,698	\$69,089	99		Jorge Caridad Fort Worth Latino Division
6	Kerry Zorns	\$54,414	\$60,329	86		Justin Sutton Giddens-Giddens
7	Juan Guzman Aular	\$53,401	\$62,130	100		Luis Velasquez Jesus Romero
8	Sara Hart	\$45,953	\$53,356	97		Eno Iftiu AO
9	Cory Moncol	\$42,777	\$46,041		86.9	Matthew Conrad S-S-Parks-Salvaggi
10	Marcos Mendoza Cedeño	\$41,922	\$50,744	99		Norvi Belisario San Antonio Latino Division
11	Indira Frias Pacheco	\$38,013	\$36,959	98		Tahis Quintero Bonilla Jesus Romero
12	Fernando Coiran	\$36,661	\$40,226	99		Raul Angulo Jesus Romero
13	Leonard Garcia Sanoja	\$35,143	\$35,143	97		Susana Al Choufi Naim Hemerson Gonzalez
14	Carlos Camacho Medina	\$33,429	\$34,814	100		Luis Velasquez Jesus Romero
15	Ashley Kopchak	\$32,303	\$45,701	97		Eric Thompson S-S-Parks-Salvaggi
16	Luis Calderon Welman	\$29,438	\$41,523	96		Susana Al Choufi Naim Hemerson Gonzalez
17	Susana Vargas	\$29,204	\$45,094		83.4	Ed-Maggie Myrthil Theodore Pappas
18	Freddy Diaz	\$28,288	\$45,792	100		Tahis Quintero Bonilla Jesus Romero
19	Joshua Notte	\$27,938	\$33,048	96		Daniel Prinzo S-S-Parks-Salvaggi
20	Yelitza Dominguez	\$27,381	\$41,732	99		Jean Romero Capote Jesus Romero

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Juan Guzman Aular	\$139,610	\$161,141	100		Luis Velasquez Jesus Romero
*2	Maria Jaramillo	\$132,649	\$162,198	91		Duane Shaw Sabrina Lloyd
*3	Cory Moncol	\$130,541	\$151,892		86.9	Matthew Conrad S-S-Parks-Salvaggi
*4	Sean Taylor	\$129,257	\$295,882	94		Joe Lewo Henderson-Locker
*5	Axel Carrasquel	\$126,502	\$147,968	99		Jorge Caridad Fort Worth Latino Division
6	Yelitza Dominguez	\$124,130	\$196,672	99		Jean Romero Capote Jesus Romero
7	Ashley Kopchak	\$121,991	\$185,723	97		Eric Thompson S-S-Parks-Salvaggi
8	Klaudio Merizaj	\$115,007	\$174,973		77.0	Eno Iftiu AO
9	Agnieszka Kusper	\$107,305	\$205,128	98		Patrycja Grudzinska Sabrina Lloyd
10	Patricia Cinquemani	\$105,575	\$130,445	96		Susana Al Choufi Naim Hemerson Gonzalez
11	Nestor Morales	\$105,251	\$133,773	100		Jorge Caridad Fort Worth Latino Division
12	Brandon Atchley	\$101,992	\$143,441		87.3	Paul Smith Zach Hart
13	Denise Kyrkos	\$97,697	\$137,731	97		Eno Iftiu AO
14	Marcos Mendoza Cedeño	\$96,120	\$117,384	99		Norvi Belisario San Antonio Latino Division
15	Mariela Godoy	\$93,956	\$112,816	95		Nelly Cuba De Tabares Hemerson Gonzalez
16	Sara Hart	\$92,904	\$103,643	97		Eno Iftiu AO
17	Danica Rivera	\$91,414	\$91,414	91		Darrell Asbell AO
18	Joshua Notte	\$90,350	\$156,479	96		Daniel Prinzo S-S-Parks-Salvaggi
19	Karem Cogollo	\$90,096	\$154,761	99		Norvi Belisario San Antonio Latino Division
20	Ragih Murshed	\$89,565	\$167,961		86.2	Nick Scordos Zach Hart

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

# GENERAL AGENTS

**1** HELGI BISTOCHETT NAVARRO  
RICHARDSON, TX

**2** KLAUDIO MARTINAJ  
CORONA, CA

**3** NARAYANA PENA GUTIERREZ  
MIAMI, FL

**4** BETTANIA RAMOS  
SAN ANTONIO, TX

**5** ANGEL CARIDAD  
BEDFORD, TX

**6** LUBRASKA IGUAO  
HOUSTON, TX

**7** MARIA CHACINPINO  
MIAMI, FL

**8** NAFIC DJENDJI ABDEL KHALEK  
HOUSTON, TX

**9** CARRINGTON HANNA  
ONTARIO, CA

**10** ANDREA CARIDAD PEREZ  
BEDFORD, TX

## JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Helgi Bistochett Navarro	\$122,352	\$121,890	94		Richardson Latino Division
2	Klaudio Martinaj	\$116,553	\$248,581		73.6	Eno Iftiu AO
3	Narayana Pena Gutierrez	\$108,612	\$126,828	92		Solgeis Cardozo Mijares Hemerson Gonzalez
4	Bettania Ramos	\$105,793	\$123,742	100		Adalberto Paz San Antonio Latino Division
5	Angel Caridad	\$105,377	\$116,507	100		Jorge Caridad Fort Worth Latino Division
6	Lubraska Iguaro	\$96,002	\$101,978	98		Luis Velasquez Jesus Romero
7	Maria Chacinpino	\$79,464	\$82,868	93		Susana Al Choufi Naim Hemerson Gonzalez
8	Nafic Djendji Abdel Khalek	\$78,094	\$157,599	99		Jean Romero Capote Jesus Romero
9	Carrington Hanna	\$62,647	\$130,703	93		Eno Iftiu AO
10	Andrea Caridad Perez	\$62,092	\$68,592	100		Jorge Caridad Fort Worth Latino Division
11	William Thomas	\$59,096	\$83,334		86.9	Matthew Conrad S-S-Parks-Salvaggi
12	Morella Parejo	\$56,309	\$64,232	97		Luis Velasquez Jesus Romero
13	Elmar Salas Velasco	\$55,518	\$71,457	97		Tahis Quintero Bonilla Jesus Romero
14	Roselvy Mediavilla	\$54,006	\$61,486	95		Raul Angulo Jesus Romero
15	Bryce Engstrom	\$53,926	\$66,808	100		Brandon Minor AO
16	Seth-Thomas Ordeneaux	\$52,205	\$76,712		74.5	Justin Sutton Giddens-Giddens
17	Ervin Metaj	\$51,880	\$66,697	94		Taulant Bane Dustin Venekamp
18	Jillian Getz	\$51,374	\$127,172		76.4	Arif Hajro AO
19	Brenden Meier	\$49,367	\$79,639	97		Dylan Jackson Arias-Dlabik
20	Stefany Arcila Latorre	\$48,256	\$60,574	97		Jhonatan Quintero Hemerson Gonzalez

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Moriah Chandler	\$520,848	\$1,042,046	91		Joe Lewo Henderson-Locker
*2	Nafic Djendji Abdel Khalek	\$367,595	\$659,509	99		Jean Romero Capote Jesus Romero
*3	Klaudio Martinaj	\$342,226	\$564,866		73.6	Eno Iftiu AO
*4	Bledar Bane	\$329,906	\$561,723	92		Taulant Bane Dustin Venekamp
*5	Narayana Pena Gutierrez	\$323,527	\$424,246	92		Solgeis Cardozo Mijares Hemerson Gonzalez
6	Taleb Jammoul Hajali	\$297,236	\$552,061	93		Klyo Vidal Beto Quintero
7	Helgi Bistochett Navarro	\$289,001	\$314,474	94		Richardson Latino Division
8	Jillian Getz	\$270,745	\$588,800		76.4	Arif Hajro AO
9	Alexandra Jaeger	\$224,230	\$278,477	93		Duane Shaw Sabrina Lloyd
10	Katie Stahulak	\$219,505	\$417,421		87.5	Patrycja Grudzinska Sabrina Lloyd
11	Lubraska Iguaro	\$209,161	\$239,020	98		Luis Velasquez Jesus Romero
12	Geoffery Osili	\$198,945	\$290,471		84.1	Adam Kidikas Josh West
13	Ervin Metaj	\$195,458	\$238,900	94		Taulant Bane Dustin Venekamp
14	Maria Chacinpino	\$191,557	\$295,398	93		Susana Al Choufi Naim Hemerson Gonzalez
15	William Thomas	\$187,560	\$348,958		86.9	Matthew Conrad S-S-Parks-Salvaggi
16	Carrington Hanna	\$184,035	\$313,434	93		Eno Iftiu AO
17	Yeraldi Vila Gonzalez	\$180,068	\$269,734		73.8	Nelly Cuba De Tabares Hemerson Gonzalez
18	Tanner West	\$169,008	\$320,701		85.4	Clayton Slaughter Michael Vasu
19	Elmar Salas Velasco	\$168,926	\$282,000	97		Tahis Quintero Bonilla Jesus Romero
20	Ryan Jarvie	\$165,744	\$286,848	92		Joshua Egyud Simon Arias

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

# MASTER GENERAL AGENTS



**ZACH OTTO**  
SCHAUMBURG, IL



**ASHLEY CLARKE**  
JACKSON, MS



**DUANE SHAW**  
SCHAUMBURG, IL



**BRODY MAUGHAN-EVANSON**  
WEXFORD, PA



**SARA VAZ**  
WINNIPEG, MB



**LUAY GHAWI**  
OTTAWA, ON



**KEVIN APPASAMY**  
HONOLULU, HI



**MARK BERNSDORFF**  
WEXFORD, PA



**SCOTT WHEELER**  
HALIFAX, NS



**JUSTIN SUTTON**  
HOUSTON, TX



**CARLO BUHAY**  
WINNIPEG, MB



**WILLIAM PARMETER**  
ROCHESTER, NY



**JESSE FULLMER**  
SALT LAKE CITY, UT



**MASSOUD VAZIRI**  
BURNABY, BC



**RONALD RIVERA**  
LOS ANGELES, CA



**RYAN TORRES-TORIOKA**  
AIEA, HI



**TINA SKALKOS**  
LONDON, ON



**PATRICK LOCKE**  
COQUITLAM, BC



Rookie

**ENO IFTIU**  
CORONA, CA

## JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Zach Otto</b>	49.2%	\$173,906	\$116,534	79.8	Sabrina Lloyd	
Joshua Olin	18.8%	\$184,958	\$155,656	82.2	AO	
<b>II Ashley Clarke</b>	113.4%	\$256,577	\$120,212	77.1	Ernest Powell	
Darrell Asbell	68.8%	\$140,523	\$83,246	82.6	AO	
Eric Thompson	56.0%	\$208,954	\$133,956	86.6	S-S-Parks-Salvaggi	
<b>III Duane Shaw</b>	147.5%	\$152,122	\$61,474	79.5	Sabrina Lloyd	
Sokol Fazliu	99.4%	\$147,940	\$74,199	81.3	Simon Arias	
David Carpenter	64.7%	\$174,762	\$106,104	80.4	Dustin Venekamp	
<b>IV Brody Maughan-Evanson</b>	142.7%	\$140,405	\$57,844	75.1	Simon Arias	
Bruce Viaje	71.3%	\$108,501	\$63,334	82.1	AO	
Andrew Bishop	68.1%	\$124,094	\$73,806	84.0	AO	
<b>V Sara Vaz</b>	93.3%	\$85,873	\$44,420	81.7	AO	
Gabriela Sime	71.5%	\$97,600	\$56,919	82.2	Fisher-Zuzick	
Romal Omid	71.2%	\$130,218	\$76,067	76.2	Mathew Hart	
<b>VI Luay Ghawi</b>	97.2%	\$89,888	\$45,581	81.0	AO	
Melinda-Rae Lyse	43.3%	\$56,093	\$39,133	73.5	AO	
Ed-Maggie Myrthil	42.3%	\$87,705	\$61,625	79.0	Theodore Pappas	
<b>VII Kevin Appasamy</b>	132.9%	\$87,917	\$37,745	83.1	AO	
Kelly Ekker	126.5%	\$114,408	\$50,505	78.9	Tiffany Wagner	
Daniel G Johnson	87.5%	\$83,946	\$44,765	75.7	Andre McCallum	
<b>VIII Mark Bernsdorff</b>	188.2%	\$112,032	\$38,867	82.5	Simon Arias	
Alipate Makaui	141.9%	\$81,944	\$33,877	89.2	Steve Friedlander	
Alex Kae	126.0%	\$89,562	\$39,628	85.5	AO	
<b>IX Scott Wheeler</b>	260.8%	\$176,938	\$49,041	87.8	Satti-Kanaan	
John Santosuosso	61.7%	\$74,247	\$45,922	84.0	Brett Gryska	
Stella Roznovan	44.3%	\$58,649	\$40,656	77.5	Cohen-Velasquez	
<b>X Justin Sutton</b>	603.3%	\$156,879	\$22,306	82.6	Giddens-Giddens	
Chris McFoy	84.8%	\$58,239	\$31,507	85.7	Andrew McQuade	
Jesse Rennich	56.5%	\$57,323	\$36,628	74.5	Simon Arias	
<b>XI Carlo Buhay</b>	208.1%	\$52,722	\$17,112	80.2	AO	
Tyler Worstell	181.0%	\$28,832	\$10,260	90.0	Simon Arias	
Saury Espallat	127.2%	\$69,641	\$30,646	80.9	Ryan Bisanz	
<b>XII William Parmeter</b>	192.0%	\$62,475	\$21,397	80.8	Brett Gryska	
Mac Duddy	130.5%	\$44,017	\$19,099	84.0	Giglione-Ackerman	
Brandon Minor	125.0%	\$101,006	\$44,899	87.3	AO	
<b>XIII Jesse Fullmer</b>	296.9%	\$72,542	\$18,276	86.7	AO	
Jesus Parra	100.6%	\$50,433	\$25,145	77.1	Cohen-Velasquez	
Crystal Vairetta	72.4%	\$41,361	\$23,990	78.2	Travis Moody	
<b>XIV Massoud Vaziri</b>	438.5%	\$42,398	\$7,873	77.6	AO	
Maria M Ramirez	188.7%	\$45,537	\$15,775	77.3	Hart-Lewicki	
Kevin Butchino	82.5%	\$50,760	\$27,820	79.9	Gabriel Feldmann	
<b>XV Ronald Rivera</b>	60.5%	\$34,217	\$21,316	81.5	Cohen-Velasquez	
Walter Henderson	57.7%	\$33,523	\$21,256	78.9	AO	
Anacleto Arevalo	56.6%	\$37,647	\$24,035	81.0	AO	
<b>XVI Ryan Torres-Torioka</b>	159.0%	\$28,476	\$10,994	80.3	AO	
Alex Paguio	143.1%	\$10,614	\$4,366	83.5	AO	
Alon Barnur	68.3%	\$24,241	\$14,400	76.5	AO	
<b>XVII Tina Skalkos</b>	768.0%	\$30,116	\$3,470	82.5	AO	
Stephen Bowen	97.6%	\$12,732	\$6,444	81.2	AO	
Ashley Johnston	83.0%	\$11,171	\$6,105	79.9	AO	
<b>XVIII Patrick Locke</b>	28199900.0%	\$94	\$0	100.0	AO	
Rupinder Toor	1691.7%	\$2,807	\$157	100.0	AO	
Vanessa Forouzan	48.1%	\$5,315	\$3,590	75.1	AO	

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

## JUNE ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Eno Iftiu</b>	712.8%	\$229,870	\$32,250	441,205	76.6	AO	
Jean Romero Capote	483.1%	\$155,792	\$32,250	285,650	75.2	Jesus Romero	
Luis Velasquez	427.0%	\$137,714	\$32,250	151,616	95	Jesus Romero	
Susana Al Choufi Naim	355.1%	\$114,518	\$32,250	131,408	90	Hemerson Gonzalez	
Adalberto Paz	318.8%	\$102,822	\$32,250	131,695	94	San Antonio Latino Division	
Jorge Caridad	302.2%	\$97,449	\$32,250	95,787	96	Fort Worth Latino Division	
Robert Jackson	271.5%	\$87,557	\$32,250	141,167	78.3	Arias-Dlabik	
Norvi Belisario	268.9%	\$86,716	\$32,250	50,105	98	San Antonio Latino Division	
Nairobi Contreras	233.0%	\$75,157	\$32,250	122,135	91	Hemerson Gonzalez	
Kingsley Hansen	169.4%	\$54,616	\$32,250	68,968	79.0	Denis-Michael Catalano	

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Joshua Olin</b>	12.9%	\$1,204,317	\$1,066,323	82.2	AO	
<b>II Eric Thompson</b>	46.3%	\$1,150,847	\$786,644	86.6	S-S-Parks-Salvaggi	
Darrell Asbell	37.6%	\$977,848	\$710,865	82.6	AO	
Mike Paragiou	12.5%	\$930,072	\$826,687	81.4	S-S-Parks-Salvaggi	
<b>III David Carpenter</b>	112.8%	\$1,398,423	\$657,138	80.4	Dustin Venekamp	
Duane Shaw	68.1%	\$979,897	\$582,889	79.5	Sabrina Lloyd	
Sokol Fazliu	49.9%	\$909,793	\$606,755	81.3	Simon Arias	
<b>IV Brody Maughan-Evanson</b>	87.5%	\$886,512	\$472,727	75.1	Simon Arias	
Andrew Bishop	44.1%	\$746,957	\$518,380	84.0	AO	
Bruce Viaje	40.8%	\$616,697	\$437,999	82.1	AO	
<b>V Michael Burningham</b>	19.8%	\$523,221	\$436,695	82.6	AO	
Sara Vaz	18.7%	\$509,789	\$429,549	81.7	AO	
Blake Higuchi	17.2%	\$505,487	\$431,374	81.9	AO	
<b>VI Erin Allen</b>	29.4%	\$467,852	\$361,574	73.6	Richard Correa	
Samy Jacques	24.9%	\$464,893	\$372,260	73.6	Tom Williams	
Luay Ghawi	12.6%	\$411,598	\$365,479	81.0	AO	
<b>VII Adam Kidikas</b>	76.4%	\$615,337	\$348,898	81.9	Josh West	
Daniel G Johnson	52.7%	\$499,962	\$327,335	75.7	Andre McCallum	
Bobby Park	46.7%	\$526,614	\$358,935	78.0	AO	
<b>VIII Mark Bernsdorff</b>	98.8%	\$644,355	\$324,108	82.5	Simon Arias	
Alex Kae	72.7%	\$512,799	\$296,910	85.5	AO	
Daryl Graham	63.9%	\$507,307	\$309,504	78.6	S-S-Parks-Salvaggi	
<b>IX Scott Wheeler</b>	106.8%	\$687,501	\$332,458	87.8	Satti-Kanaan	
John Santosuosso	78.2%	\$485,312	\$272,315	84.0	Brett Gryska	
Michael Battaglio	52.7%	\$413,869	\$271,053	81.2	Evan Holzhauer	
<b>X Justin Sutton</b>	146.3%	\$606,517	\$246,287	82.6	Giddens-Giddens	
Myaa Fallon	52.3%	\$360,738	\$236,875	79.3	Jamison Weatherspoon	
Jesse Rennich	41.4%	\$339,593	\$240,176	74.5	Simon Arias	
<b>XI Rachel Brown</b>	84.1%	\$393,273	\$213,643	79.0	London Nelson	
Saury Espallat	65.2%	\$356,372	\$215,715	80.9	Ryan Bisanz	
Britton Costa	63.5%	\$347,782	\$212,679	78.4	Simon Arias	
<b>XII William Parmeter</b>	115.1%	\$436,654	\$203,046	80.8	Brett Gryska	
Brandon Minor	93.2%	\$396,620	\$205,252	87.3	AO	
Joy Vann-Austin	84.0%	\$366,385	\$199,145	81.9	Jamison Weatherspoon	
<b>XIII Jesse Fullmer</b>	123.4%	\$349,391	\$156,365	86.7	AO	
Crystal Vairetta	44.3%	\$238,464	\$165,252	78.2	Travis Moody	
Justin Adams	39.2%	\$259,209	\$186,152	86.9	Simon Arias	
<b>XIV Ryan McIntosh</b>	86.7%	\$270,371	\$144,842	76.1	AO	
Kevin Butchino	86.3%	\$274,242	\$147,193	79.9	Gabriel Feldmann	
Massoud Vaziri	62.5%	\$238,292	\$146,635	77.6	AO	
<b>XV Ronald Rivera</b>	115.4%	\$259,518	\$120,461	81.5	Cohen-Velasquez	
Michael Botond	51.8%	\$182,238	\$120,086	75.9	AO	
Anacleto Arevalo	50.8%	\$176,886	\$117,268	81.0	AO	
<b>XVI Alon Barnur</b>	82.6%	\$111,095	\$60,831	76.5	AO	
Jadwiga Martins	81.2%	\$149,923	\$82,725	75.3	AO	
Ryan Torres-Torioka	60.8%	\$98,820	\$61,446	80.3	AO	
<b>XVII Tina Skalkos</b>	602.9%	\$152,974	\$21,764	82.5	AO	
Ashley Johnston	136.4%	\$51,572	\$21,813	79.9	AO	
Jessy Girard	29.3%	\$53,319	\$41,229	78.4	AO	
<b>XVIII Patrick Locke</b>	680599900.0%	\$3,403	\$0	100.0	AO	
Vanessa Forouzan	185.0%	\$54,023	\$18,959	75.1	AO	
Shawntae Collins	140.0%	\$27,016	\$11,258	82.5	AO	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

## YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Jean Romero Capote</b>	342.3%	\$662,411	\$193,500	1,102,870	75.2	Jesus Romero	
Eno Iftiu	330.9%	\$640,241	\$193,500	1,126,957	76.6	AO	
Jorge Caridad	268.9%	\$520,309	\$193,500	541,333	96	Fort Worth Latino Division	
Carmen Pena Guedez	206.5%	\$399,611	\$193,500	666,804	93	Jesus Romero	
Luis Velasquez	201.2%	\$389,282	\$193,500	482,873	95	Jesus Romero	
Adalberto Paz	186.0%	\$359,827	\$193,500	464,071	94	San Antonio Latino Division	
Jake Gelb	184.1%	\$356,191	\$193,500	525,015	82.8	Nick Moore	
Robert Jackson	179.5%	\$347,325	\$193,500	581,441	78.3	Arias-Dlabik	
John Vacca							



**ROBERT JANEV**  
SCHAUMBURG, IL



**MATTHEW DIULUS**  
WEXFORD, PA



**KIMBERLY HAMILTON**  
ROCHESTER, NY



**BRANDON SUMMERTON**  
OAKVILLE, ON



**SARA VAZ**  
WINNIPEG, MB



**ANDREW BISHOP**  
RENTON, WA



**MARIO HAJRO**  
CORONA, CA



**RONALD RIVERA**  
LOS ANGELES, CA



**TODD SPECIALE**  
ORLANDO, FL



**ROBERT JACKSON**  
LOMBARD, IL



**TYLER WORSTELL**  
WEXFORD, PA



**CARLO BUHAY**  
WINNIPEG, MB



**ALEXIS NARANJO**  
HOUSTON, TX

## JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Robert Janev</b>	78.1%	\$447,042	\$251,046	77.8	Sabrina Lloyd	
Bobby Gujral	49.9%	\$465,302	\$310,348	81.4	AO	
<b>II Matthew Diulus</b>	31.9%	\$330,005	\$250,200	79.4	Simon Arias	
Zach Otto	30.2%	\$256,600	\$197,152	78.3	Sabrina Lloyd	
<b>III Kimberly Hamilton</b>	45.4%	\$287,232	\$197,587	81.3	Brett Gryska	
Eric Thompson	27.9%	\$300,164	\$234,718	86.9	S-S-Parks-Salvaggi	
Brody Maughan-Evanson	17.7%	\$198,712	\$168,884	78.0	Simon Arias	
<b>IV Brandon Summerton</b>	49.4%	\$174,880	\$117,064	73.0	AO	
Clayton Slaughter	44.9%	\$243,503	\$168,093	75.1	Michael Vasu	
Randall Cook	14.1%	\$181,583	\$159,198	79.6	Jamison Weatherspoon	
<b>V Sara Vaz</b>	83.6%	\$151,463	\$82,511	81.3	AO	
Scott Wheeler	67.6%	\$208,174	\$124,245	85.4	Satti-Kanaan	
Bruce Viaje	66.9%	\$159,595	\$95,608	81.9	AO	
<b>VI Andrew Bishop</b>	95.5%	\$225,100	\$115,168	85.2	AO	
James Sodan	75.4%	\$189,873	\$108,242	82.0	Nick Moore	
Alberto Alcalá	70.1%	\$153,516	\$90,227	76.3	Ryan Bisanz	
<b>VII Mario Hajro</b>	858.4%	\$613,448	\$64,010	90	AO	
Duane Shaw	120.1%	\$152,122	\$69,116	79.5	Sabrina Lloyd	
Sokol Fazliu	97.5%	\$146,563	\$74,199	81.3	Simon Arias	
<b>VIII Ronald Rivera</b>	70.5%	\$131,534	\$77,127	80.1	Cohen-Velasquez	
Kaitlyn Brandt	44.0%	\$95,995	\$66,668	73.5	Stephen Jubrey	
Melinda-Rae Lyse	42.2%	\$79,134	\$55,655	74.4	AO	
<b>IX Todd Speciale</b>	396.8%	\$136,242	\$27,424	90	Henderson-Locker	
Alipate Makaui	115.3%	\$97,896	\$45,465	86.0	Steve Friedlander	
Brandon Baker	114.5%	\$86,483	\$40,314	80.5	Travis Moody	
<b>X Robert Jackson</b>	3789.6%	\$167,721	\$4,312	78.3	Arias-Dlabik	
Casey Kunash	349.8%	\$183,956	\$40,899	73.3	Tommy Vena	
John Vacca	304.3%	\$169,154	\$41,839	73.7	Tommy Vena	
<b>XI Tyler Worstell</b>	896.1%	\$54,123	\$5,433	87.5	Simon Arias	
Justin Sutton	386.8%	\$163,260	\$33,535	82.3	Giddens-Giddens	
Stella Roznovan	148.6%	\$78,421	\$31,547	80.8	Cohen-Velasquez	
<b>XII Carlo Buhay</b>	210.5%	\$52,722	\$16,978	80.2	AO	
Alexis Pineiro	160.1%	\$58,380	\$22,448	82.0	Cohen-Velasquez	
John Lamere	134.9%	\$54,793	\$23,322	83.3	AO	
<b>XIII Alexis Naranjo</b>	505.8%	\$195,384	\$32,250	94	Jesus Romero	
Massoud Vaziri	438.5%	\$42,398	\$7,873	77.6	AO	
Jacob Russell	143.8%	\$41,061	\$16,839	79.4	Blake Ralston	

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

Spotlight recognizes the top three Regional General Agents in Categories I-XIII with positive growth. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2021 Awards Presentation are the top RGA per category from Categories I-XIII based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.



## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>II Matthew Diulus</b>	<b>27.0%</b>	<b>\$2,157,722</b>	<b>\$1,698,625</b>		<b>79.4</b>	<b>Simon Arias</b>
David Carpenter	23.5%	\$2,185,994	\$1,770,485		79.6	Dustin Venekamp
<b>III Kimberly Hamilton</b>	<b>37.9%</b>	<b>\$1,688,433</b>	<b>\$1,223,975</b>		<b>81.3</b>	<b>Brett Gryska</b>
Brody Maughan-Evanson	28.0%	\$1,612,224	\$1,259,130		78.0	Simon Arias
Eric Thompson	22.5%	\$1,609,802	\$1,314,025		86.9	S-S-Parks-Salvaggi
<b>IV Randall Cook</b>	<b>29.2%</b>	<b>\$1,405,146</b>	<b>\$1,087,772</b>		<b>79.6</b>	<b>Jamison Weatherspoon</b>
Brandon Summerton	24.5%	\$1,104,369	\$886,819		73.0	AO
Clayton Slaughter	19.8%	\$1,220,609	\$1,019,118		75.1	Michael Vasu
<b>V Scott Wheeler</b>	<b>49.5%</b>	<b>\$1,131,062</b>	<b>\$756,673</b>		<b>85.4</b>	<b>Satti-Kanaan</b>
Bruce Viaje	35.6%	\$1,043,060	\$769,053		81.9	AO
Jenny Kim	22.5%	\$926,325	\$756,229		78.5	AO
<b>VI James Sodan</b>	<b>81.1%</b>	<b>\$1,256,398</b>	<b>\$693,731</b>		<b>82.0</b>	<b>Nick Moore</b>
Andrew Bishop	77.7%	\$1,167,920	\$657,402		85.2	AO
Meaghan Krecsko	46.5%	\$982,840	\$670,962		76.9	AO
<b>VII Mario Hajro</b>	<b>313.6%</b>	<b>\$2,376,406</b>	<b>\$574,600</b>	<b>90</b>		<b>AO</b>
Duane Shaw	63.1%	\$979,897	\$600,973		79.5	Sabrina Lloyd
Sokol Fazliu	55.4%	\$934,039	\$601,087		81.3	Simon Arias
<b>VIII Adam Kidikas</b>	<b>46.8%</b>	<b>\$776,750</b>	<b>\$529,119</b>		<b>81.8</b>	<b>Josh West</b>
Michael McKiernan	43.8%	\$692,224	\$481,321		79.6	Dustin Venekamp
Ronald Rivera	38.6%	\$684,741	\$494,179		80.1	Cohen-Velasquez
<b>IX Todd Speciale</b>	<b>201.6%</b>	<b>\$1,208,832</b>	<b>\$400,855</b>	<b>90</b>		<b>Henderson-Locker</b>
Mavrick Fredericks	38.2%	\$553,727	\$400,812		78.2	Evan Holzhauer
Tim McAdams	27.3%	\$582,657	\$457,609	90		Weatherspoon-Harris
<b>X Casey Kunash</b>	<b>152.9%</b>	<b>\$860,489</b>	<b>\$340,207</b>		<b>73.3</b>	<b>Tommy Vena</b>
John Vacca	137.1%	\$782,940	\$330,183		73.7	Tommy Vena
Mark Bernsdorff	97.7%	\$642,146	\$324,851		82.5	Simon Arias
<b>XI Justin Sutton</b>	<b>111.9%</b>	<b>\$645,079</b>	<b>\$304,446</b>		<b>82.3</b>	<b>Giddens-Giddens</b>
Christopher Botelho	85.6%	\$522,417	\$281,497		80.1	AO
Stella Roznovan	55.9%	\$478,579	\$306,910		80.8	Cohen-Velasquez
<b>XII Joy Vann-Austin</b>	<b>94.9%</b>	<b>\$376,178</b>	<b>\$193,048</b>		<b>81.9</b>	<b>Jamison Weatherspoon</b>
Brandon Minor	94.4%	\$391,292	\$201,252		87.3	AO
Rachel Brown	84.4%	\$393,950	\$213,643		79.0	London Nelson
<b>XIII Alexis Naranjo</b>	<b>4597.5%</b>	<b>\$745,628</b>	<b>\$15,873</b>	<b>94</b>		<b>Jesus Romero</b>
Adam Schaefer	193.6%	\$218,461	\$74,412		83.6	Chad Deley
Pedro Lemos	151.5%	\$330,410	\$131,400	95		Henderson-Locker

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS



AO

SABRINA LLOYD

MATHEW HART



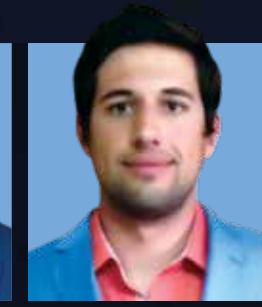
ERNEST POWELL



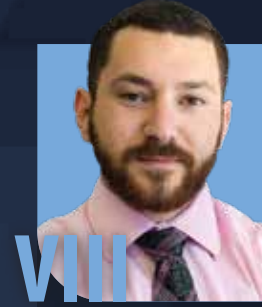
JOSH WEST



GIDDENS-GIDDENS



ANDREW MCQUADE



CHALOM-CHALOM



BLAKE RALSTON



TOMMY VENA



MOSWEN TAYLOR

## TOP % OF NET ALP OBJ ▶



ANDREW MCQUADE  
Category VII  
388.4

EC = 2021 Executive Council Member

Spotlight recognizes SGAs in Categories I-XI based on positive Net ALP Growth and Cat XII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XI based on Net ALP Growth (minimum 15%) and Cat XII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

**JUNE**

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I AO</b>	<b>94.7</b>	<b>\$5,236,076</b>	<b>\$5,530,400</b>		<b>80.9</b>	<b>20.9</b>
Simon Arias	73.3	\$1,305,129	\$1,781,400		78.4	12.9
S-S-Parks-Salvaggi	85.0	\$1,316,228	\$1,548,800		83.5	3.4
Dustin Venekamp	76.4	\$509,197	\$666,400		78.9	2.2
<b>II Sabrina Lloyd</b>	<b>163.0</b>	<b>\$622,173</b>	<b>\$381,800</b>		<b>77.2</b>	<b>36.8</b>
Brett Gryska	86.4	\$515,605	\$596,500		81.9	-7.3
Michael Vasu	84.3	\$503,771	\$597,900		77.4	-12.2
<b>III Mathew Hart</b>	<b>125.1</b>	<b>\$578,143</b>	<b>\$462,000</b>		<b>73.6</b>	<b>163.9</b>
Tom Williams	120.5	\$355,765	\$295,200		76.4	57.9
Cohen-Velasquez	135.3	\$460,457	\$340,200		81.6	55.8
Arias-Dlabik	99.3	\$314,998	\$317,300	92		20.7
Satti-Kanaan	122.2	\$465,873	\$381,200		84.3	12.6
Jamison Weatherspoon	87.0	\$309,386	\$355,700		80.7	9.5
<b>IV Ernest Powell</b>	<b>129.4</b>	<b>\$323,949</b>	<b>\$250,400</b>		<b>77.8</b>	<b>49.9</b>
Nick Moore	154.8	\$316,772	\$204,600		82.9	46.2
Philip Prata	94.7	\$229,234	\$242,000		78.5	6.9
<b>V Josh West</b>	<b>138.7</b>	<b>\$273,566</b>	<b>\$197,300</b>		<b>79.3</b>	<b>56.2</b>
Weatherspoon-Harris	76.1	\$164,814	\$216,600	88		53.7
Desi Dimitrova	76.7	\$111,826	\$145,800		81.1	-0.6
<b>VI Giddens-Giddens</b>	<b>221.4</b>	<b>\$332,160</b>	<b>\$150,000</b>		<b>78.8</b>	<b>400.8</b>
Jose Carvajal	102.0	\$144,878	\$142,000		76.0	40.0
Ryan Bisanz	131.9	\$177,444	\$134,500		76.6	33.7
Brian Schreiter	107.0	\$160,691	\$150,200		79.8	27.8
Slav Bitman	82.5	\$144,124	\$174,600		80.3	14.1
<b>VII Andrew McQuade</b>	<b>388.4</b>	<b>\$291,330</b>	<b>\$75,000</b>	<b>90</b>		<b>243.1</b>
Souley Bah	100.0	\$101,842	\$101,800		77.5	63.1
Tiffany Wagner	116.2	\$157,829	\$135,800		77.1	16.0
Travis Moody	104.2	\$123,297	\$118,300		80.5	13.0
<b>VIII Chalom-Chalom</b>	<b>126.7</b>	<b>\$121,142</b>	<b>\$95,600</b>		<b>85.5</b>	<b>72.0</b>
Saavedra-Longino	117.3	\$154,065	\$131,300	89		26.8
Hart-Lewicki	84.0	\$90,548	\$107,800		82.6	1.5
<b>IX Blake Ralston</b>	<b>155.0</b>	<b>\$134,712</b>	<b>\$86,900</b>		<b>80.9</b>	<b>71.4</b>
Byron Paz	164.9	\$156,346	\$94,800		77.0	54.5
Fisher-Zuzick	122.6	\$97,322	\$79,400		82.7	31.8
Denis-Michael Catalano	135.6	\$109,452	\$80,700		77.2	31.4
Brandon MacDonald	98.7	\$100,790	\$102,100		75.9	16.4
<b>X Tommy Vena</b>	<b>193.8</b>	<b>\$207,761</b>	<b>\$107,200</b>		<b>73.9</b>	<b>146.5</b>
Kris Thieme	93.9	\$70,741	\$75,300		79.8	6.6
London Nelson	69.3	\$75,403	\$108,800		78.3	-0.9
<b>XI Moswen Taylor</b>	<b>85.7</b>	<b>\$57,258</b>	<b>\$66,800</b>		<b>81.7</b>	<b>-9.6</b>
Chad Potts	51.0	\$39,285	\$77,100		81.8	-44.8
AO-Stenglein	45.8	\$18,704	\$40,800		79.8	-52.9
<b>XII San Antonio Latino Division</b>	<b>1012.2</b>	<b>\$326,447</b>	<b>\$32,250</b>	<b>96</b>		<b>N/A</b>
Fort Worth Latino Division	1002.9	\$323,438	\$32,250	99		N/A
Richardson Latino Division	364.9	\$117,671	\$32,250	92		N/A
Gonzalez-Vasu	126.6	\$40,819	\$32,250	94		N/A
Kanaan-Hamilton	117.7	\$37,961	\$32,250	97		N/A
Jeremy Rivers	105.3	\$33,962	\$32,250		77.2	N/A
Gabriel Feldmann	90.8	\$53,935	\$59,400		82.2	40.4

**YTD**

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I AO</b>	<b>102.4</b>	<b>\$32,967,576</b>	<b>\$32,196,600</b>		<b>80.9</b>	<b>26.4</b>
Dustin Venekamp	94.1	\$3,829,718	\$4,071,300		78.9	8.2
Simon Arias	87.6	\$9,361,282	\$10,686,300		78.4	3.9
<b>II Sabrina Lloyd</b>	<b>143.9</b>	<b>\$3,141,481</b>	<b>\$2,182,800</b>		<b>77.2</b>	<b>65.5</b>
Beto Quintero	91.3	\$2,456,094	\$2,690,100		78.7	5.2
Brett Gryska	91.6	\$3,232,277	\$3,529,500		81.9	4.4
<b>III Tom Williams</b>	<b>128.1</b>	<b>\$1,882,788</b>	<b>\$1,470,300</b>		<b>76.4</b>	<b>47.3</b>
Cohen-Velasquez	110.7	\$2,710,274	\$2,448,300		81.6	27.3
Arias-Dlabik	97.8	\$2,045,488	\$2,090,700	92		12.5
Satti-Kanaan	96.1	\$2,175,494	\$2,264,100		84.3	5.9
Jamison Weatherspoon	90.1	\$2,017,451	\$2,239,500		80.7	3.6
<b>IV Nick Moore</b>	<b>174.1</b>	<b>\$2,086,121</b>	<b>\$1,197,900</b>		<b>82.9</b>	<b>100.3</b>
Ernest Powell	133.9	\$1,634,121	\$1,220,100		77.8	54.1
Philip Prata	88.5	\$1,264,992	\$1,430,100		78.5	1.7
<b>V Josh West</b>	<b>146.9</b>	<b>\$1,436,237</b>	<b>\$978,000</b>		<b>79.3</b>	<b>68.9</b>
Laura Fisher	107.6	\$1,287,787	\$1,197,000		80.1	23.8
Henderson-Williams	101.7	\$358,997	\$353,000	94		11.5
James Cunningham	87.0	\$1,098,279	\$1,262,100		81.2	0.1
<b>VI Ryan Bisanz</b>	<b>120.4</b>	<b>\$1,000,245</b>	<b>\$830,700</b>		<b>76.6</b>	<b>38.5</b>
Giddens-Giddens	108.1	\$918,353	\$849,300		78.8	24.4
Brian Schreiter	104.7	\$933,097	\$891,000		79.8	20.5
Slav Bitman	101.5	\$1,016,748	\$1,002,000		80.3	16.7
<b>VII Andrew McQuade</b>	<b>197.8</b>	<b>\$1,417,939</b>	<b>\$716,700</b>	<b>90</b>		<b>127.5</b>
Travis Moody	108.9	\$779,654	\$716,100		80.5	25.2
Souley Bah	107.1	\$674,931	\$630,000		77.5	23.3
Tiffany Wagner	88.5	\$673,010	\$760,200		77.1	1.8
<b>VIII Chalom-Chalom</b>	<b>120.4</b>	<b>\$735,860</b>	<b>\$611,400</b>		<b>85.5</b>	<b>38.4</b>
Greg Graham	114.6	\$736,701	\$642,600		76.1	31.9
Saavedra-Longino	102.7	\$672,523	\$654,600	89		18.2
Kevin Holtz	93.9	\$739,501	\$787,800		76.9	8.0
<b>IX Denis-Michael Catalano</b>	<b>142.3</b>	<b>\$726,579</b>	<b>\$510,600</b>		<b>77.2</b>	<b>63.7</b>
Blake Ralston	138.4	\$772,414	\$558,000		80.9	59.2
Fisher-Zuzick	132.9	\$561,706	\$422,700		82.7	52.9
Byron Paz	116.0	\$723,278	\$623,400		77.0	33.5
Albert Serur	110.5	\$721,698	\$653,400		76.7	27.1
Jay Washington	98.5	\$584,619	\$593,700		76.5	13.3
<b>X Tommy Vena</b>	<b>268.8</b>	<b>\$1,124,326</b>	<b>\$418,350</b>		<b>73.9</b>	<b>276.6</b>
Evan Holzhauer	122.1	\$560,235	\$458,700		78.0	40.6
Kris Thieme	100.2	\$438,170	\$437,400		79.8	15.2
London Nelson	96.9	\$472,140	\$487,200		78.3	11.5
<b>XI Moswen Taylor</b>	<b>133.2</b>	<b>\$465,283</b>	<b>\$349,200</b>		<b>81.7</b>	<b>53.2</b>
AO-Stenglein	76.9	\$242,361	\$315,000		79.8	-11.4
Martin Forshee	69.5	\$257,462	\$370,200		74.2	-20.0
<b>XII San Antonio Latino Division</b>	<b>669.4</b>	<b>\$1,079,463</b>	<b>\$161,250</b>	<b>96</b>		<b>N/A</b>
Fort Worth Latino Division	534.3	\$1,033,955	\$193,500	99		N/A
Richardson Latino Division	258.1	\$499,501	\$193,500	92		N/A
Gonzalez-Vasu	107.5	\$208,008	\$193,500	94		N/A
Jeremy Rivers	104.4	\$202,000	\$193,500		77.2	N/A

### CATEGORY I



**1**  
MALKA ARONY  
CAVE CREEK, AZ



**2**  
LISA JOHNSON  
SUMMERSVILLE, WV



**1**  
TONY ANDERSON  
INDIANAPOLIS, IN



**2**  
ROBIN DENHAM  
LEE'S SUMMIT, MO



**1**  
TIM O'CONNOR  
YUKON, OK



**2**  
FRAN CHRISTIE  
WHITE ROCK, BC

### CATEGORY II

### CATEGORY III

### CATEGORY IV



**1**  
KEVIN MCKEEN  
LATHAM, NY



**2**  
IRENE RURYCZ  
PARMA, OH



**1**  
AL WALL  
HOLLAND LANDING, ON



**2**  
MARIA SIERO  
LAKEWAY, TX



**1**  
CAS ROBINSON  
NEPEAN, ON



**2**  
KELLY PENICK  
FORT WORTH, TX

### CATEGORY V

### CATEGORY VI

### CATEGORY VII



**1**  
CURTIS BLAIR  
WESTMONT, IL



**2**  
DONNA ALTSHUE  
NORMAL, IL



**1**  
PATRICK DURAY  
BLAINE, MN



**2**  
NOEL ROBBINS  
WESTERVILLE, OH

### CATEGORY VIII

### FIRST SIGNED TG



TESS HOUSTON  
WINNIPEG, MB

### TOP MANAGERS

### CATEGORY I



**1**  
CHRISTA DAVIS  
SAN DIEGO, CA

### CATEGORY II



**1**  
AMANDA MLINAZ  
PLYMOUTH, WI

### CATEGORY III



**1**  
BILLY SAUERS  
WELLINGTON, FL

## INDIVIDUAL REPS: JUNE

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Malka Arony	7,551	2,797	269.9%
	2	Lisa Johnson	3,356	1,377	243.7%
	3	Chuck Hill	3,709	1,706	217.4%
II	1	Tony Anderson	2,233	1,105	202.2%
	2	Robin Denham	1,060	1,229	86.3%
	3	George Farenthold	970	1,149	84.5%
III	1	Tim O'Connor	1,978	1,000	197.9%
	2	Fran Christie	1,602	926	173.0%
	3	Krissa Hensley	1,530	939	162.9%
IV	1	Kevin McKeen	1,005	830	121.1%
	2	Irene Rurycz	878	873	100.5%
	3	Ralph Beard	691	852	81.1%
V	1	Al Wall	1,652	775	213.2%
	2	Maria Siero	1,168	782	149.4%
	3	Rachel Shelton	997	695	143.5%
VI	1	Cas Robinson	1,344	569	236.0%
	2	Kelly Penick	829	577	143.6%
	3	Hector Cortez	705	547	129.0%
VII	1	Curtis Blair	981	470	208.8%
	2	Donna Altshue	984	511	192.4%
	3	Randy Stockley	561	490	114.4%
VIII	1	Patrick Duray	1,082	458	236.1%
	2	Noel Robbins	964	458	210.5%
	3	Cheryl Cook	625	458	136.4%
IceBreaker	1	Patrick Duray	1,082	458	236.1%

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Chuck Hill	17,672	10,236	172.6%
	2	Lisa Johnson	13,068	8,264	158.1%
	3	Malka Arony	25,563	16,783	152.3%
II	*1	Darrell Dorey	7,545	7,006	107.7%
	2	Lori Vaughn	6,957	6,587	105.6%
	3	Tony Anderson	6,834	6,627	103.1%
III	*1	Lisa Bennett	6,114	5,665	107.9%
	2	Mark Gagliardi	5,898	5,678	103.9%
	3	Krissa Hensley	5,805	5,635	103.0%
IV	*1	Larry Lozano	7,395	5,290	139.8%
	2	Ralph Beard	4,773	5,110	93.4%
	3	Kevin McKeen	4,600	4,980	92.4%
V	*1	Maria Siero	8,983	4,691	191.5%
	2	Al Wall	5,938	4,650	127.7%
	3	Rachel Shelton	4,919	4,169	118.0%
VI	*1	Hector Cortez	5,401	3,280	164.7%
	2	Kelly Penick	5,061	3,462	146.2%
	3	Cas Robinson	4,375	3,416	128.1%
VII	*1	Curtis Blair	8,192	2,818	290.7%
	2	Jessica Christersson	3,529	3,110	113.5%
	3	Donna Altshue	3,145	3,069	102.5%
VIII	*1	Cheryl Cook	4,263	2,750	155.0%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

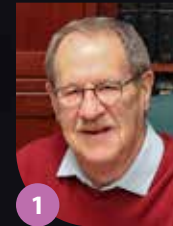
## MANAGERS: JUNE

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Christa Davis	14,401	8,508	169.3%
	2	JT Tasker	8,861	6,696	132.3%
II	1	Amanda Mlinaz	4,446	5,222	85.1%
	2	Morgan Breier	4,204	5,214	80.6%
III	1	Billy Sauers	6,123	4,910	124.7%
	2	Lacy Martin	5,516	5,078	108.6%

## MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Christa Davis	71,089	51,047	139.3%
	2	JT Tasker	38,795	40,175	96.6%
II	*1	Dawn Trudden	38,024	33,613	113.1%
	2	Katherine Pratt	34,857	31,098	112.1%
III	*1	Lacy Martin	33,594	30,468	110.3%
	2	Billy Sauers	29,687	29,460	100.8%

## MOST ORIGINAL CARDS GENERATED: YTD



**1**  
AL WALL  
HOLLAND LANDING, ON

**2**  
CAS ROBINSON  
2,884

**3**  
ERICA DALAGER  
2,666

**3**  
ERICA DALAGER  
2,666

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 5,500 leads whichever is greater. To be recognized, Rep must meet 80% of assigned objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 80% of objective.

# WORLD'S GREATEST BONUS

1



**AREF SAYEGH**  
\$15,645  
Satti-Kanaan

2



**LARRY PEREZ RODRIGUEZ**  
\$14,099  
Hemerson Gonzalez

3



**DANIEL PARAVISINI**  
\$14,024  
AO

4



**MICHAEL VAN DELFT**  
\$13,434  
Satti-Kanaan

5



**ORNELLA MARTINAJ**  
\$11,243  
AO

## JUNE BONUS LEADERS

PAYOUT: \$3,230,957

QUALIFIERS: 5,136

\$15,645 Aref Sayegh	\$5,325 Oliany Matos Abella	\$3,843 Nicholas Daniels	\$3,073 Marilyn de Belisario	\$2,646 Staci Brown	\$2,426 Dawid Liniewski
14,099 Larry Perez Rodriguez	5,272 Romal Omid	3,835 Douglas Clarke	3,070 Mario Alvarez	2,639 Baton Statovci	2,416 Victor Liu
14,024 Daniel Paravisini	5,159 Spencer Kozej	3,792 Adam Kidikas	3,041 Michael Schulze	2,637 Ngan Pham	2,075 Patrick Johnson
13,434 Michael van Delft	5,144 Joachim Jean	3,784 Tina Janti	3,038 Babajide Obashoto	2,632 Calvin Irving	2,070 Yarima Acosta Torres
11,243 Ornella Martinaj	5,090 Ashley Mysza	3,783 Hans Klink	3,037 Zuleima Chinchilla	2,621 Danita George	2,069 Alvin Johnson
11,189 Oleg Novitchii	4,941 Matthew Zang	3,745 Nicholas Gartside	3,018 Jean Romero Capote	2,616 Judith Hetherington	2,065 Ana Bustos Gonzalez
10,928 Klaudio Martinaj	4,872 Alexandra Longo	3,734 Chris Anderson	3,012 Hernan Rodriguez	2,613 Juan Serna	2,062 Greta Wilson
10,190 Kelly Ekker	4,810 Christina Salvatore	3,708 Jay Maska		2,607 Tanner West	2,058 Stephen J Smith
10,086 Lily Sakai	4,780 Edgar Velasquez Romero	3,694 Matthew Kerfoot	2,962 Quanesha Mack	2,598 Ahmad Aqel	2,049 Isabella Xia
9,918 Carrington Hanna		3,694 Alex Miller	2,957 Kurt Evans	2,596 Travis Carpenter	2,048 Sione Maumau
9,770 Matthew Sutton	4,724 Karina Crespovera	3,629 Yolette Mompont	2,950 Xavier Evans	2,595 Aliexka Pineda	2,043 Kristopher Bour
9,210 Trevor Bailey	4,715 Jonathan Sultan Levy	3,608 Carly Ferraro	2,902 Phoebe He	2,593 Jesus Castro	2,041 Julio Gamez
9,142 Duni Olusegun	4,649 Estela Pino	3,585 Oscar Gastelum	2,900 Henocho Roman	2,592 Aaron Ebel	2,040 Paola Marin
8,864 Klaudio Merizaj	4,632 Jorge Serra	3,556 Blair Sheppard	2,900 David Asbra	2,587 Shahriar Mohammadi	2,037 Bryan Stoddard
8,739 Joshua Dishong	4,607 Eduardo Peraza Ramos	3,544 Minh Phung	2,899 Andrew Rublyov	2,576 Irene Lozada-Gonzalez	2,037 Brett Cummings
8,115 Logan Klink	4,490 Connor O'Donnell	3,540 Epifania Segovia Barreto	2,891 Sayed Hashimi	2,575 Seth-Thomas Ordeneaux	2,016 Craig Coughlan
7,821 Pretoria Samuel	4,479 Simon Reichert	3,495 Sara Hart	2,888 Tomarus Burks	2,568 Ian Pickett	2,010 Jessy Girard
7,590 Carmen Arroyo	4,389 Damon Stroup	3,494 Scott Jay	2,861 John Doherty	2,565 Connor Brown	2,007 Ignacio Estrada
7,480 Razan Zarba	4,354 Ambar Pimentel	3,464 Andrew Jeans	2,848 Tayari Otis	2,564 Maria Romero	2,005 Shubham Setia
7,334 Herlin Celicourt	4,294 Amanda Lustbader	3,439 Maria M Ramirez	2,848 Evan Lee	2,549 Lisarenee Hahnlen	1,996 Lucinda Garcia
7,305 Ladan Rahbary	4,274 Fouad Gerges	3,436 Jorge Alvarez	2,822 Andres Cano	2,549 George Ray	1,988 Christopher Gilbert
7,252 Joey Kennedy	4,211 Alipate Makaui	3,428 Nadia Bailey-Robinson	2,812 Estephania Montecillo	2,547 Tarisa Williams	1,987 Eddie Pourjalali
7,201 Jhon Escariza Contreras	4,160 Sharon Potter	3,408 Mackenzie Burchett	2,811 Cristian Yanez Ojeda	2,546 Tyler Teague	1,985 Ireland Sirni
7,093 Derrick Mason	4,101 Anthony Williams	3,380 Phi Phan	2,779 Jessenia Yazbek	2,544 Scott Urbanowicz	2,313 Susan daCruz
6,958 Roger Fredericks	4,054 Andrew Chambers	3,378 Jordon Graham	2,777 Assad Aboltef Akel	2,538 Ronald Rodriguez Garcia	2,305 Richard Millington
6,909 Kasali Kotun	4,049 Sooara Rosabal	3,374 Luis Soriano	2,764 Adalberto Paz	2,295 Karli McCleery	2,298 Andres Garcia Gomez
6,723 Kevin Ishikane	4,044 Insaf Hmaidid	3,332 Katie Stahulak	2,764 James Hill	2,294 Paul Miller	2,295 Karli McCleery
6,637 Scott Whitford	4,040 Xiomara Torres	3,269 Allisa Louis Crisostomo	2,755 Lino Olivares Morales	2,293 Marshall Fernandez	2,294 Paul Miller
6,434 Arturo Romero	4,031 Kevin Musai	3,267 Kashala Guiden	2,747 Ebony Ortiz	2,292 Samson Adelufosi Ramonez	2,293 Marshall Fernandez
6,207 Kristi Basho	4,003 Ashkan Khoshmagham	3,260 Marvelie Sanchez	2,745 Mariam Alabi	2,285 Courtney Dunlap	2,292 Samson Adelufosi Ramonez
6,143 Nancy Djendji	4,003 Salvador Colina Acosta	3,259 Carlos Colina	2,744 Paula Thompson	2,279 Noah Vongunden	2,285 Courtney Dunlap
6,041 Shiv Patel	4,002 Tachane Joseph	3,248 Conner White	2,739 Stacey Tanksley	2,266 Paige Foley	2,279 Noah Vongunden
5,906 Roger Fung	3,999 Hector Cruz	3,214 Roberto Samano Diaz	2,731 Morvarid Tadayan	2,262 Ligia Quevedo	2,266 Paige Foley
5,833 Bryan Juskiw	3,991 Vivian Du	3,213 Christopher Applegate	2,729 Marvaz Fotovat Ahmadi	2,252 Jarrell Hazzard	2,252 Jarrell Hazzard
5,607 Max Quasem	3,967 Jillian Getz	3,188 DeAnthony Hartman	2,724 Dulce Paz	2,240 Steffanie Sainato	2,240 Steffanie Sainato
5,606 Noris Dominguez Ramirez	3,942 Alexandria Greer	3,184 Vanessa Suiter	2,698 Jeremy DiGiovanni	2,238 Olga Tsymbal	2,238 Olga Tsymbal
5,530 Matthew Kahwaji	3,937 Kimbria Bracey	3,184 Nicholas Davis	2,688 Elaina Vecchio	2,230 Sylwia Faucher	2,230 Sylwia Faucher
5,507 Andrew Haskins	3,923 Julia Loboda	3,173 Bryan Froneyberger	2,671 Brandine Floyd	2,208 Heryka Zapata	2,208 Heryka Zapata
5,488 Dina Boghdady	3,916 Ian Zollos	3,170 Tony Georges	2,668 Christopher McGlynn	2,205 Bart Barrett	2,205 Bart Barrett
5,454 Marc Futterweit	3,901 Alex Smith	3,168 Bettania Ramos	2,665 Denise Kyrkos	2,196 Yohann Azuaje	2,196 Yohann Azuaje
5,451 Damaris Trejo	3,895 Anthony Mazurkewicz	3,135 Mariah Luquin Botello	2,659 Amanda Ashley	2,193 Jeffrey Oloyu	2,193 Jeffrey Oloyu
5,415 Muhammed Ashraf	3,893 Michael Battaglio	3,129 Sariah Vargas	2,659 Truman Falkner	2,171 Michael Carter	2,171 Michael Carter
5,414 Juan Olvera	3,887 Dana Martin Gonzalez	3,127 Tenneson Mather	2,657 Ranjana Chopra	2,444 Luis Vega Diomaiuto	2,444 Luis Vega Diomaiuto
5,407 Noella Coleman	3,882 Alexander Gross	3,100 Andi Iftiu	2,655 Michael Hutchinson	2,429 Trevor Hawkins	2,429 Trevor Hawkins
	3,848 Karem Cogollo	3,082 Amandeep Kaur	2,649 Ellen Tuttle	2,428 Adrienne Bragas	2,428 Adrienne Bragas

\$1,916 Laurekins Pardovani	\$1,737 Frederick Baltimore	\$1,566 Leydi Hernandez Hidalgo	\$1,446 Jacqueline Higareda	\$1,346 Nathan Aquafresca
1,908 Austin Busby	1,736 James Lee	1,566 Kempton Perry	1,446 Adriana Morais	1,345 Phillip Glaub
1,905 Dean Thebeau	1,736 Andrea Schmitt	1,566 Ashley Hutson	1,446 Bernadette De Guzman	1,344 Kelly Nelson
1,897 Christian McDonald	1,734 Roberto Leal	1,564 Erin King	1,445 Joseph Hogue	1,344 Daniel Charron
1,890 Alex Piszczek	1,734 Omar Hashimi	1,557 Brent Henderson	1,445 Hadi Zreik	1,344 Christopher Rolph
1,886 Samisoni Koloa	1,731 Ryan Schreiber	1,554 Manuel Serrano	1,444 Casey Moran	1,343 Shawn Feistamel
1,883 Dylan Murphy	1,722 Muhammad Mansoor	1,553 Rachel Griffin	1,441 Eric LaBossiere	1,342 Christabel Ornelas
1,876 Todd Weinberg	1,722 Carlos Barreto Salazar	1,551 Edwin Lapitan	1,438 Matthew Hunsberger	1,341 Jeffrey Negron
1,868 Kathleen McArthur	1,721 Nafic Djendji Abdel Khalek	1,551 Peer Shmelzer	1,437 Nicole Cenkner	1,341 Austin Ewing
1,867 Yuhung Yeh	1,715 Alvin Ali	1,549 Ale Seibold	1,433 Maria Bellio Huerta	1,339 Mia Mitchell
1,866 John Orr	1,714 Alexis Hawkins	1,543 Stephen Davis	1,433 Jhanna Valerio Vivas	1,338 Derrick Turner
1,860 Michael Bolton	1,710 Jennifer Ragan	1,536 Kaylan Reabold	1,432 Catherine Braund-Pereira	1,338 Sumarah
1,858 Michael Castro	1,708 Michael Harvey	1,529 Alexander Camacho	1,431 Johann Infante	1,337 Karen Albrecht
1,854 Felix Villasmil Briceno	1,706 Daoud Naser	1,520 Yelitza Dominguez	1,431 Ariel McAlister	1,336 Sarah Linden
1,850 Marie Laine	1,704 Ross Ewen	1,513 Nehomar Scandela Sandra	1,431 Paul Pestian	1,336 Gerardo Gomez
1,847 Jonathan Ballard	1,698 Jojuan Wilson	1,513 Lisa Lawrence	1,431 Jorge Reyes	1,334 Kimberly Ramirez
1,839 James Marks	1,697 Connor Meakins	1,512 Yrmyal Lopez	1,430 Todd Landow	1,333 Temesghen Starr
1,838 Jimmy Quifille	1,697 James English	1,512 Anne Banco	1,427 Daymon Green	1,326 Makayla Bunn
1,834 Davina Vo	1,688 Eduardo Montes	1,510 Tymeshie Franklin	1,427 Laura Chavez	1,322 Kory Louvelle
1,833 Souher Shadid	1,684 Erika Torres	1,507 Richard Barbour	1,424 Daniela Osorio Henao	1,322 Brian Doyle
1,832 Dylan Geer	1,681 Samantha Lloyd	1,507 Israel Colmenarez	1,424 Deaveon Francisco	1,317 Aliya Johansen
1,829 Desiree Moore	1,681 Anthony Solano	1,506 Aisha Huerta	1,421 Alan Jaime	1,315 Shawntae Collins
1,829 Ryan Clawson	1,681 Michael Dennis	1,505 Anaka Moss	1,418 James Snipes	1,314 Jessica Maimon
1,827 Eric Lester	1,671 James Ganci	1,502 Danny Juskiw	1,417 Jeffrey Hall	1,314 Waundlyan Hardemon
1,826 Antoinette Honorat	1,669 Jeffrey English	1,501 Gabriel Urdaneta Dominguez	1,416 Justin Sherman	1,309 Hakan Ozalpasan
1,825 Daniel Li	1,668 Monica Montgomery	1,497 Sandy Metellus	1,415 Brian Melvin	1,308 Edon Nevzadi
1,824 Normaned Arocho Pendas	1,667 Sharon Briscoe	1,495 Peter Kaplanis	1,415 Drew Kier	1,308 Zachary Johnston
1,821 Maria Elisa Moros Ojeda	1,665 Robinson Rosales	1,495 Matthew Willrodt	1,412 Bezwat Girma	1,305 London Phillips
1,814 Horace Johnson	1,660 Adrian Atencio	1,494 Aisha Ahmad	1,411 Calvin Brewer	1,304 Rain Suverkrubbe
1,813 Donald Lewis	1,657 Ivoni Fuimaono	1,491 Colin Ghee	1,410 Derek Young	1,303 Kelly McDonald
1,812 Alexander Black	1,655 Anthony Aiello	1,490 Michael Locke	1,409 Flor Tapia	1,303 Dwayne Mork
1,808 Lincoln Dziekonski	1,655 William Parmeter	1,489 Lorena Hernandez	1,406 Kelly Lovell	1,302 Luc Do
1,804 Denise Masulit	1,653 Jared Robertson	1,489 Chandavy Heng	1,405 Taikendy Trinh	1,302 Frandie Salomon
1,802 Preeti Sahgal	1,651 Hermes Briceno	1,488 Selena Colon	1,405 Mitchell McLaughlin	1,302 Atticus Wilklow
1,799 David Melendrez	1,640 Glenn Arakawa	1,484 Henry Long	1,402 John Nagibe	1,302 Hedly Bahena Reyes
1,795 Elhan Nevzadi	1,637 Nicole Barabas	1,484 Yasma Powell	1,401 Christopher Payerl	1,301 Amalia Rodriguez De Nava
1,795 Eric Salado	1,633 Danny Souiri	1,393 Sallie Haas	1,399 Kyle Cooley	1,299 Carlos Barreto Bermudez
1,792 Wayne Akiyama	1,632 Khalilah Marin	1,390 Adam Upton	1,388 Bailey Krogh	1,299 Anthony Greco
1,789 Caren Deanda	1,631 Kathy Lovett	1,388 Sierra Kelsey	1,387 Brooklyn Brooks	1,297 Ricardo Alvarado
1,787 Sherine Zahra	1,628 Paramjit Sangha	1,386 Kayla Mclver	1,387 Dustin Edgell	1,297 Sonia Chaudhry
1,781 Alex Grushko	1,627 Andreina Atencio Prado	1,384 Dustin Edgell	1,381 Cermeno	1,295 Hedy Hollinshed
1,775 Rea Lynch	1,626 Nairobi Contreras	1,377 Diva Franca	1,376 Rebecca Rehrig	1,292 Elaina Bergeron
1,773 David Ferriolo	1,626 Ali Eldefrawi	1,376 Rebecca Rehrig	1,376 Fritznel Octave	1,290 Erik Brugnoli-Ensin
1,772 Ryan Jackson	1,622 Malcolm Pasquier	1,374 Chad Storzok	1,374 Stevie Lopez	1,287 Harvey Quinn
1,768 Cortney Dunlap	1,618 Paul Read	1,370 Jissel Melendez	1,370 Melissa Grieb	1,285 Krystal McGlown
1,767 Duane Shaw	1,615 Ashley Charriere	1,370 Josh Chen	1,370 Zachary Duty	1,285 Kaia Pirazzini
1,763 Nareesa Heather	1,611 Zachary Duty	1,370 Genevieve Clements	1,369 Daniel Tappy	1,285 Maren Conway
1,760 Alvaro Uribe Gonzalez	1,609 Daniela Rangel	1,368 Ruben Terrero	1,368 Francisco Mendez	1,281 Den Williams
1,758 Anthony Ferguson	1,606 Jonathan Lu	1,365 Chad Johnson	1,366 Kevin Heibult	1,279 Cash Sampson
1,756 Gurpartap Randhawa	1,606 Amber Caron	1,361 Everin Suarez	1,365 Chad Johnson	1,278 Shanna Rone
1,754 Samantha M Lee	1,595 Derek Koppari	1,361 Karly Phillips	1,361 Everin Suarez	1,274 Ruben Terrero
1,750 Joshua Bobb-Semple	1,593 Kelsey Rogers	1,357 Herivelto Pereira	1,361 Karly Phillips	1,274 Ashton Craig
1,748 Adrian Bendo	1,592 Sherita Thompson	1,356 Mariann Kirby	1,357 Herivelto Pereira	1,274 Adam Schaefer
1,745 Jacob Danzer	1,590 Shonda Duckett	1,356 Robert Burns	1,356 Mariann Kirby	1,273 Sarah Kettle
1,744 Gabriella Weisbom	1,589 Marla Seicean	1,353 Nicole Siecinski	1,356 Robert Burns	1,273 Outtara Ly-Beltre
1,743 Joseph Sarasin	1,581 Mandy Ndubisi-Pinkelman	1,353 Brandon Eck	1,353 Nicole Siecinski	1,273 Brittmarie Yarian
1,742 Jacoby Barry	1,581 Brooklyn Herod	1,352 Amir Iranidoosthaghghi	1,353 Brandon Eck	1,272 Lara Maurer
	1,575 Jusem Hajali	1,349 Maria Galvez	1,352 Amir Iranidoosthaghghi	1,267 Sarah Shawki
	1,574 Brandon Nappo	1,349 Luken Weaver	1,349 Maria Galvez	1,264 Justin Malone
	1,569 Steven Counts	1,348 Hilsy Perez	1,349 Luken Weaver	1,264 Taleb Jammoul Hajali
	1,566 Dale Easter	1,348 Justine Meyers	1,348 Hilsy Perez	1,263 Lambert McElrath
			1,348 Justine Meyers	1,262 Victoria Richards
				1,261 Alvin Ng

# LEADERSHIP BONUS

1



**ENO IFTIU**

\$65,774  
AO

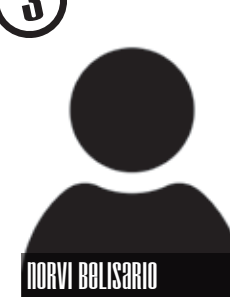
2



**JORGE CARIDAD**

\$39,118  
Fort Worth Latino Division

3



**NORVI BELISARIO**

\$30,328  
San Antonio Latino Division

4



**JEAN ROMERO CAPOTE**

\$26,682  
Jesus Romero

5



**RYAN STENGLEIN**

\$23,762  
AO

## WORLD'S GREATEST BONUS - CONTINUED

\$ 1,259	Johnathon King	\$ 1,204	Amber Thompson	\$ 1,154	Eric Morris	\$ 1,111	Jill Lytle	\$ 1,074	Alejandro Gonzalez	\$ 1,031	Anita Poche	\$ 65,774	Eno Iftiu	\$ 10,022	Matthew Sutton	\$ 6,648	Pedro Lemos	\$ 4,759	Matthew Hudlin	\$ 3,751	Morella Parejo	\$ 3,021	Richard Tabanji
1,258	Juan Nunez	1,204	Christina Hess	1,152	Calene Rogers	1,111	Joseph Roberts	1,074	Christopher Bentley	1,030	Timothy King	39,118	Jorge Caridad	9,558	Jeffrey Espinal	6,478	Paula Thompson	4,747	Stephen Jeung	3,734	Nicole Herrin	3,003	James Fangmann
1,257	Bruce Tan	1,204	Francisco Astudillo Soto	1,151	Marilyn Crook	1,109	Brian Obrecht	1,073	David Estey-Ang	1,030	Norvi Belisario	26,682	Jean Romero Capote	9,548	Marisa Willgruber	6,396	Marisa Willgruber	4,715	Nicholas Chuma	3,618	Martin Salavec	2,986	Seth-Thomas Ordeneaux
1,256	John Dittrich			1,150	Tyler O'Toole	1,107	Steven T Nguyen	1,073	Anthony Brown	1,028	Rachael Fleming	23,762	Ryan Stenglein	9,388	Adianeza Rodriguez	6,360	Christopher Botelho	4,695	Alan Sedaghat	3,612	Tanner West	2,962	Brent Bowling
1,254	Elijah Melchor	1,202	Gregory Caldwell	1,149	Sean Gillespie	1,107	Nicola Albano	1,073	Theresa Taylor	1,027	Johnny Fuller	23,530	Arif Hajro	9,272	Narayana Pena Gutierrez	6,333	Patricia Fischer	4,640	Brandon Biskie	3,610	Noe Perez	2,957	Sokol Fazliu
1,253	Sang-Lee Cordick	1,201	Scott Florin	1,147	Patrick Washington	1,106	Ralph Angell	1,073	Jordan Miller	1,026	Kathryn Garvey	23,001	Eric Thompson	9,251	Daniel Prinzo	6,333	Adam Wheeler	4,635	Gabriela Sime	3,593	Justin Kelly	2,949	Hasan Ghazal
1,252	Slavita Hut	1,199	Timothy Brey	1,146	Alyssa Berman	1,106	Jami Barker	1,071	Aubrie Ray	1,026	Kathryn Garvey	22,010	Joshua Olin	9,150	Justin Sutton	6,253	Paul Samra	4,598	Corey Helly	3,592	Michael McKiernan	2,947	Daniel Umbertone
1,252	Giorgi Gogidze	1,196	Ryan M Wilson	1,145	Lorena Herndon	1,105	Morgan Dare	1,070	James Keeney	1,025	Omowunmi Akinlade	21,860	Clayton Slaughter	9,150	Brandon Minor	6,251	Sara Vaz	4,583	Austin Macias	3,582	Cara DeFiore	2,941	Troy Williams
1,249	Meaghan Montoya	1,194	George Shafiek	1,145	Anacleto Arevalo	1,105	Jose Duarte Torres	1,069	Chevon Riley	1,025	Laura Knopf	20,338	Luis Velasquez	9,148	Brandon Minor	6,240	Ariana Jones	4,570	Mark Lahijani	3,576	Raul Rojas	2,924	Jesus Parra
1,249	Jack Morgan	1,193	Brandon Farias	1,143	Ragih Murshed	1,103	Jamie Caldwell	1,069	Erin Sharp	1,024	Rochell Moreno	19,477	Zach Otto	9,080	Jillian Getz	6,177	Daryl Graham	4,556	Joshua Bacchus	3,575	Karlfe Howard	2,924	Patrick McKeown
1,243	Alexander Tkacz	1,192	David Bends	1,143	Sherry Schick	1,103	Peter Poulakis	1,068	Andrew Turner	1,022	Teresa Carver	19,445	Joe Lewo	9,019	Ed-Maggie Myrthil	6,159	Peter Gabranski	4,550	Ashley Rust	3,571	Jeffrey Witherall	2,918	Patrick McKeown
1,243	David Dupuis	1,192	Martin Preciado-Lomeli	1,143	Terrance McCaw	1,102	Amanda Dougherty	1,068	Madelin Beattie	1,022	Donnette Jones	19,334	Solgeis Cardozo Mijares	9,019	Jacqueline Kabluyen	6,155	Jenny Kim	4,539	Carlo Buhay	3,566	Nicole Preston	2,872	Tami Chaimov
1,242	Jenny Anderson	1,191	Raiza Torres	1,141	Clayton Friday	1,102	Jonathan Da-Al Casanova	1,068	Jean Paul Romero	1,021	Pranvera Kelmendi	18,667	Jean M Joseph	8,903	Jesse Fullmer	6,109	Andi Iftiu	4,511	Saul Lopez	3,548	Cody Langston	2,837	Phillip Rigoli
1,241	Ashley Clarke	1,190	Matthew Sturgis	1,140	Samuel Holden	1,102	Johana Samuel Casanova	1,065	Patrycja Grudzinska	1,021	Mariela Godoy	18,621	Taulant Bane	8,831	Jake Gelb	6,075	Kelly Schoenherr	4,491	Timothy Bugge	3,529	Jadelene Welty	2,834	Marismely Wilhelm
1,240	Sarah Clatterback	1,190	Jose Diaz	1,135	Julian Hicks	1,101	Jacob Krieger	1,062	Darren Lawhon	1,021	Jason Bratin	18,621	Taulant Bane	8,783	Jason Bratin	6,003	Ervin Metaj	4,482	Brody Maughan-Evanson	3,529	Jadelene Welty	2,801	Preston Klutz
1,240	Mary Mila Grace Rabe	1,189	Ethan Pfeifer	1,135	Traci Biondi	1,100	Pamela Faircloth	1,062	Kade Beck	1,020	Gregory S Miller	18,434	Mark Neilson	8,652	Daniel Pacheco	5,898	Dustin Dunbar	4,462	Chilynn Acevedo	3,406	Ngan Pham	2,801	Lorena Barriere
1,240	Fernanda Cabrera-Real	1,188	Brenna Behan	1,134	Mark Lomonaco	1,100	David Sedlecky	1,061	Sydney Anderson	1,019	Amoy Wyndham	17,377	Adalberto Paz	8,623	Darrin Roberts	5,840	William Thomas	4,440	John Hartin	3,396	Devon Chapman	2,795	Dina Boghdady
1,239	Matthew Abdo	1,188	John Partipilo	1,134	Justin Braithwaite	1,100	David Sedlecky	1,060	Tyler Boulden	1,019	Amoy Wyndham	17,377	Adalberto Paz	8,406	Arturo Romero	5,782	John Lamere	4,440	John Hartin	3,392	Sean Shephard	2,790	Brenden Meier
1,238	Alan Sedaghat	1,187	Joel Trask	1,132	Joshua Wang	1,100	David Sedlecky	1,060	Tyler Boulden	1,016	Alexander Luque	17,377	Adalberto Paz	8,375	Ed-Maggie Myrthil	5,757	Peter Johnson	4,438	Luis Guzman Millan	3,380	Ervin Hogan	2,785	Christopher Ross
1,237	Ashley Kopchak	1,186	Young Lee	1,130	Nicolas Busch	1,098	Cathleen Hairston	1,058	Vanessa Rodriguez	1,016	Phillip Waisman	16,427	Bruce Viaje	8,269	Jeremiah Russin	5,716	Adrienne Bragas	4,390	Massoud Vaziri	3,376	Christopher Bungay	2,779	Phi Phan
1,235	Victoria Vaxter	1,186	Young Lee	1,130	Weena Centeno-Wade	1,097	Johnathan Reyes	1,058	Richard Sidoti	1,016	Marcus Pettigrew	16,410	Nick Scordos	8,202	Daniel Li	5,707	Nelly Cuba De Tabares	4,383	Patrick Knouse	3,365	Aaron Piotrowski	2,742	Danny Juskiw
1,235	John Roque	1,185	Nancy Branson	1,129	Mary Wickwire	1,097	Kevin Butchino	1,058	Alex Paguio	1,016	Aaron Parsons	16,194	Matthew Conrad	8,185	Bobby Hamilton	5,694	Adem Abdula	4,370	Derrick Davenport	3,343	Jeremy Hollister	2,729	Ronald Rivera
1,235	Adrain Alfred	1,184	Tyra Grant	1,129	Dominick Nieves	1,097	Leslie Minge	1,056	Pablo Ayala	1,014	Joseph Tomanovich	16,187	Joseph Tomanovich	8,168	Joseph Quintero	5,688	Jhonatan Quintero	4,351	Joshua Goodman	3,330	Mario Hajro	2,724	Luis Guzman Millan
1,233	Luciano Valero Vidal	1,183	Viktorious Dugan	1,126	Kristin Kozakiewicz	1,096	Camila Vitoviz	1,055	Timothy Cruise	1,010	Veronica Coval	16,056	Susana Al Choufi Naim	8,166	Kamal Tayyib	5,675	Daniel Zotter	4,324	Cartiza Rojas	3,328	Mark Lomonaco	2,720	Melinda-Rae Lyse
1,233	Vienna Howat	1,181	Jon Golin	1,126	Cleopatra Sola	1,095	Amber Wade	1,054	Anthony Martone	1,009	Iffrah Tahir	15,773	Bobby Gujral	7,890	Ashley Clarke	5,564	Jessica Santamarina	4,250	Thor Leighton	3,298	Kendall Wilson	2,695	Laura Graham
1,233	Jennifer Savino	1,178	Craig Hollowell	1,126	Bradley Allen	1,093	Yelba Pelayo	1,053	Jasmine Jackson	1,009	Christine Jensen	14,709	Michael Mandella	7,888	Ryan Crawford	5,478	Kevin Butchino	4,224	Jhanna Valerio Vivas	3,289	Michael Burningham	2,661	Iv Menache
1,232	Nidia Pinzon	1,178	Arianna Hobson	1,125	Andy Arcano	1,092	Marvin Mondragon	1,053	Kearra Harris	1,008	Fabian Aniekwensi	14,561	Darrell Asbell	7,599	Tiffany Babin-Washington	5,466	Katie Stahulak	4,146	Omar Billy	3,274	Bradley Christiansen	2,637	Sarah Reay
1,229	Aline Jacob	1,175	Whitney Dotson	1,123	Luis Lamb	1,091	Kareem Mutia	1,052	Rochelle Magpantay	1,007	Wilfredo Perez	13,985	Alfredo Garcia	7,599	Derek Foore	5,391	Timothy Wilson	4,124	Victoria Lindner	3,271	Reynolds Akuamo	2,625	Bettania Ramos
1,229	Trace Cary	1,175	Richard Tabanji	1,121	Holly Bonhorst	1,091	Kevin Prescilla	1,051	Lamar Russell	1,006	Jose Anderson	13,894	Michael Romero	7,599	Derek Foore	5,385	Carrington Hanna	4,104	John Vacca	3,259	Melinda Skinner	2,591	Johnny Ly
1,227	Robert Ulreich	1,173	Dorothy Ibe	1,121	Victoria Varney	1,089	Sonya Tamarchenko	1,047	Dalton Pritt	1,005	Sharon Eckenrod	13,502	Duane Shaw	7,555	Dylan Jackson	5,295	Levar Morgan	4,081	Joshua Eyyud	3,217	Jeffrey Hall	2,549	Jacob Krakora
1,222	Tamara Leong	1,172	Anny Flores	1,120	Dominick Martinez	1,088	Leslie Minge	1,045	Moshanic Freeman	1,005	Nicholas Smith	13,311	Andrew Bishop	7,526	Astrid Castrillon	5,167	Alberto Alcalá	4,067	Jessenia Yazbek	3,211	Mayra Robles	2,542	Ireland Sirri
1,221	Adriana Jennings	1,170	Tina Nelson	1,119	Jose Rojas	1,088	Jose Oliveros Hurtado	1,043	Jasmine L Walker	1,004	Carter Crites	13,213	Mark Bernsdorff	7,423	James Sodan	5,095	Joseph Rotolo	4,046	Doris Martinez Garcia	3,205	Travis Kovach	2,540	Sean Maxfield
1,221	Jose Matos	1,169	Diana Navarro	1,119	Komi Kpessou	1,088	Everett Farr	1,042	Ian Burrows	1,004	Kenisha Choo-Yick	12,432	Luay Ghawi	7,404	Vincent Massari	5,058	Nairobi Contreras	3,994	Sergio Carta	3,173	Christopher Hintz	2,526	Heriberto Chavez
1,220	Brian Cabral	1,167	Garrett Cegon	1,119	Maria Hernandez	1,087	Zayd Burns	1,041	Aldalyne Aldana Bello	1,004	Vanessa Farias	12,419	Edward DeFurio	7,238	Joshua Jackson	5,006	Lubrasca Iguaro	3,965	Michelle Gould	3,148	Myaa Fallon	2,520	Peter Kwiatkowski
1,212	Mayrin Martinez	1,167	Michael Bizzarro	1,118	Nathan Hunt	1,086	James Butler	1,041	Denise Buchholz	1,004	Steven Bauer	12,367	Blake Higuchi	7,154	Helgi Bistochett Navarro	5,000	Stuart Pagan	3,940	Travis Picklesimer	3,148	Patrick Donovan	2,495	Mohamed Shogor
1,211	Jose Campos	1,164	Asad Ahmed	1,116	Steve Hartman	1,085	Sophia Anderson	1,040	Yareni Manchinelli Trejo	1,003	Maria Bastardo Arreaza	12,360	Scott Wheeler	4,996	Ian Rouleau	4,996	Ian Rouleau	3,904	Steven King	3,146	Yussuf El-Zein	2,465	Alipate Makaii
1,209	Daniel Alexander	1,164	Olangel Lucena Mendoza	1,116	Natalie Soboleva	1,084	Christopher Bungay	1,041	Aldalyne Aldana Bello	1,003	Aaron Jenkins	12,350	Kingsley Hansen	4,968	Conner White	4,968	Conner White	3,894	London Burnett	3,138	Zachary Poker	2,461	Begona Patino-Lopez
1,208	Daniella Torres	1,163	Carl Guillory	1,115	Milton Sanders	1,082	Daniel Arzate	1,041	Mitchell Lunafish	1,002	Lorena Barriere	12,237	Tahis Quintero Bonilla	4,959	Mike Paragiuo	4,959	Mike Paragiuo	3,887	Stephen Coons	3,126	Alexis Naranjo	2,450	Cash Sampson
1,207	Lynn Jenkins	1,163	Luisa Vazquez	1,113	Maziar Taghdiry	1,081	Bryce Engstrom	1,041	Mitchell Lunafish	1,002	Lorena Barriere	12,217	Saury Espailat	4,936	Elazar Roco	4,936	Elazar Roco	3,860	Jesse Rennich	3,106	Christopher Bentley	2,426	Mariam Shahid
1,207	Kacee Sines	1,161	Luis Matos	1,113	Mariana Lafee	1,081	Bryce Engstrom	1,041	Mitchell Lunafish	1,002	Lorena Barriere	11,695	Alex Kae	7,007	Matthew Turnquist	4,929	Tyler Ortiz	3,852	Bobby Park	3,103	Jessica Chang	2,409	Elias Boles
1,205	Nooreenshah Bappoo	1,159	Karen Fleming	1,113	Hazem Aboueldahab	1,080	Laila Abadi	1,041	Mitchell Lunafish	1,002	Lorena Barriere	11,558	Moriah Chandler	7,002	Anthony Mazurkewicz	4,885	Michelle Olivo	3,832	Meaghan Krecsko	3,101	Antonino Taormina	2,396	Mark Banks
1,205	Caitlin Hill	1,158	Mary Weaver Fleeger	1,113	Mark Gray	1,078	Stephen Coons	1,041	Mitchell Lunafish	1,002	Lorena Barriere	11,377	Raul Angulo	6,942	Victoria Lewis	4,860	Steven Warner	3,826	Andrew Hynan	3,082	Yeraldi Vila Gonzalez	2,390	Shantayia Williams
1,205	Joshua Seguin			1,113	Mark Gray	1,078	Stephen Coons	1,041	Mitchell Lunafish	1,002	Lorena Barriere	10,341	Nafic Djendji Abdel Khalek	6,891	Zachery Kertulis	4,804	Anthony Marsella	3,819	Alexis Pineiro	3,073	Chris La Fond	2,387	Matthew Ward
				1,113	Mark Gray	1,078	Stephen Coons	1,041	Mitchell Lunafish	1,002	Lorena Barriere	10,298	Kevin Appasamy	6,734	Jenna Gula	4,804	Stella Roznovan	3,800	Mac Duddy	3,055	Ryan Fickert	2,352	Bedros Naama
				1,113	Mark Gray	1,078	Stephen Coons	1,041	Mitchell Lunafish	1,002	Lorena Barriere	10,298	Kevin Appasamy	6,721	Daniel Orr	4,801	Taleb Jammoul Hajali	3,788	Krystal Walters	3,040	Doron Freud	2,350	Iffrah Tahir
				1,113	Mark Gray	1,078	Stephen Coons	1,041	Mitchell Lunafish	1,002	Lorena Barriere	10,298	Kevin Appasamy	6,684	Rita Rider	4,781	Sabrina Kryshundayal	3,774	Lee Jeffers	3,039	Rachel Brown	2,344	Jillian Heaney

## JUNE BONUS LEADERS

PAYOUT: \$2,297,265

QUALIFIERS: 878

# RGA LEADERSHIP BONUS

1



MARIO HAJRO

\$105,927  
AO

2



BOBBY GUJRAL

\$47,542  
AO

3



TAHIR QUINTERO BONILLA

\$46,433  
Jesus Romero

## LEADERSHIP BONUS — CONTINUED

\$ 2,342	Matthew Diulus	\$ 1,819	Ryan Jarvie	\$ 1,432	David Carpenter	\$ 1,130	Joy Vann-Austin	\$ 838	Noah Schultz
2,340	Nicki Griffiths	1,811	Crystal Vairetta	1,420	Anacleto Arevalo	1,123	Skay Nusenu	832	Ryan McIntosh
2,328	Justin Diaz	1,803	Christopher McGlynn	1,409	Terry Powers	1,109	Jordan Russell	832	April Baxter
2,324	Stephanie Harris	1,795	Tyler Church	1,395	Robert Jackson	1,103	Aaron Friedlander	828	Melissa Nguyen
2,321	Matthew Bogle	1,783	Michael Botond	1,392	Morgan Tranquist	1,103	Francesca Veltri	819	Katharine Thorne
2,311	David Bilotti	1,770	Morgan Lobello	1,389	Daniel Ramirez	1,103	Kempton Perry	814	John M Ramsey
2,272	Steve Svendsen	1,748	Bretta Cummings	1,388	Janeen Jones	1,102	Daryl DeWindt	814	Kenneth Barker
2,260	Eyad Awdi	1,747	Geoffery Osili	1,384	Jeffrey Hudson	1,080	Beau Minnick	808	Cody Nykoliation
2,241	Jennifer Jantzen	1,742	Tina Nelson	1,377	Tomarus Burks	1,075	Storm Hutskal	807	Dejan Kukulj
2,239	Jasmyne Norris	1,736	Kade Beck	1,369	Christina Shanno Baldwin	1,070	Dianka Blash	803	Kimbria Bracey
2,239	Sean Taylor	1,722	Julian Navalta			1,061	Jeffrey Shorter	803	Toni-Ann Allen
2,192	Brian Jerome	1,705	Anthony Chinaglia	1,350	Razan Zarba	1,058	Roberto Oleta Martinez	799	Alfred Broadway
2,189	Siddhant Satoskar	1,697	Ryan Hall	1,348	John Schaeffer	1,053	Andrew McAllister	798	Taurean Flournoy
2,186	Danielle Morales	1,682	Chris McFoy	1,345	Darez Meriwether	1,051	Anthony Solano	795	Christopher Yuan
2,173	Benci Lavorini	1,678	Alejandra Larez Morales	1,333	Ahmed Kassem	1,041	Juan Olvera	790	Damen Hartwick
2,156	Zinsou Ayihonsi	1,675	Eric Peyton	1,316	Kwabena Antwi	1,040	Agnieszka Kuspser	786	Sandra Archer
2,155	Roselvy Mediavilla	1,675	Eric Peyton	1,304	Lawrence Smith	1,040	Steven Dell	786	James Cassie
2,153	Evan Stewart	1,668	Richard Whyte	1,294	Matthew Kahwaji	1,039	Steven Counts	785	Enid Franco
2,152	Cyan Kissinger	1,655	William Dugan	1,294	Peer Shmelzer	1,035	Christopher Rolph	777	Austin Rockall
2,138	Elyse Bryan	1,651	Christopher Gilbert	1,292	Stephanie Cramer	1,028	Stephanie Quinn	763	Nicole Barabas
2,135	Kristina Joachim	1,649	Roy Stephens	1,291	Dwayne Gomez	1,027	Pa Aliou Kasseh	762	Jeff Wentworth
2,133	Alexandra Jaeger	1,646	Amanda Ashley	1,288	Yessika Rodriguez	1,026	Bruno Nuro	761	Michael Wright
2,090	Justin Rydzial	1,644	John Torres	1,281	Michael Cirelli	1,026	Sarah Collen	760	Bethany Evans
2,063	Carey Hartman	1,638	Adrain Alfred	1,281	Daniel Schwartz	1,025	Anthony Salerno	756	Anthony Caldwell
2,033	Ameenah Little	1,636	Alec Seibold	1,281	Zorhedy Romero Aranda	1,021	Oyindamola Falegan	753	Kelly Young
2,019	Andrea Caridad Perez	1,630	Slavita Hut			1,020	Dean Thebeau	750	Funmilola Elumade
2,014	Connor O'Donnell	1,622	George Shafiek	1,264	Patrick Keohane	1,001	Aaron Chen	749	Rex Munsey
2,008	Cody Gardner	1,615	Matthew Hunsberger	1,259	Kay Pomroy	994	Zachary Button	741	Alexander Gross
2,008	Ryan Wilson	1,593	David C Williams	1,256	Jordan Stelzer	992	Chalisa Holmes	741	Dan Ikei
1,992	Michael Clemente	1,590	David Wang	1,254	Charles Ferrari	991	Breann Hoenig	740	Jeanine Barlettano
1,973	Paul Smith	1,587	Magda Figueiredo	1,235	Chad Boskat	982	Arianna DaLuz	737	Victor Romero
1,972	John Catalano	1,571	Stephen Bowen	1,232	Sean Smith	976	Leonardo Alsina	732	Sheryl Garmendia
1,970	Michael Barlettano	1,571	Angel Contreras	1,230	Ebony Ortiz	972	Travis Carpenter	730	Mark Reilly
1,963	Cristina Fox	1,559	Ryan Tucker	1,225	Nicholas Krause	962	Anthony Spataro	730	Danny Souri
1,957	Monica Montgomery	1,556	Mauro Capozucca	1,225	Atticus Wilklow	959	Marvin Gonzalez	723	Jessie Holland
1,946	Britton Costa	1,553	Lalitha Janardhanan	1,220	Mario Montes Santiago	945	Louis Chiappetta	717	Christopher P Filline
1,940	Ross Ewen	1,538	Jacob Russell	1,215	Christie Jauch	928	Tyler Sevilla	714	Tommica Gibson
1,937	Roxie Soto	1,535	Divianna Garcia	1,208	Jennylyn	918	Anthony Aiello	709	Phoebe He
1,934	Paul Pastian	1,513	Aaron Patt		Militante-Radnoty	917	Nabil Atallah	694	Brooke Billings
1,932	Justin Hermann	1,509	Paul Kelly	1,207	Mycah Teagardner	915	Joseph Michelin	694	Brittmarie Yarian
1,929	Elmar Salas Velasco	1,504	Jonathan Giaco	1,205	Jonathan Conner	915	Jesse Doherty	690	Matthew Stewart
1,918	Michael Gerstein	1,489	Mickey Adkins	1,201	Gunnar Jorstad	914	Rosa Teixeira	681	Duni Olusegun
1,898	Erin Allen	1,484	Ruben Terrero	1,197	Raul Pinto	899	Fouad Gerges	675	Robin Gonzalez
1,895	Breana Noggles	1,481	Caren Deanda	1,190	Gianni Toma	891	Danial Arif	666	Tecole Smith
1,885	Yelineth Godoy Latuff	1,481	Bradley Fordyce	1,169	Jorge Toribio	889	Courtnei Johnson	663	Christopher Nash
1,875	Joey Almeida	1,473	Eduardo Perdomo	1,164	Sean Brannan	886	Andy Batten	654	James Marks
1,852	Chase Miller	1,469	Seth Frisby-Jack	1,163	Augusto Arango	885	Ruben Cortez	653	Catalina Mendoza Hernandez
1,844	Stefany Arcila Latorre	1,455	John Tong	1,151	Jimmie Parsons	882	Rackeem Miller		
1,836	Johnny Fuller	1,449	Christopher Fortenberry	1,143	Adel Al Choufi Naim	874	Kellie Hoffman		
1,833	Erica Robertson	1,435	Jonathan Jones	1,141	Everett Farr	872	Nicole Wright		
1,822	Joshua Reyes			1,137	DeAndre Coleman	854	Richard Phaturous		

## JUNE BONUS LEADERS








PAYOUT: \$1,266,729

QUALIFIERS: 167

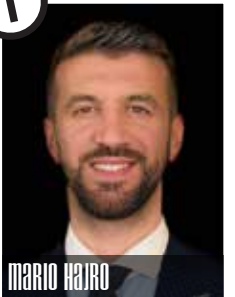




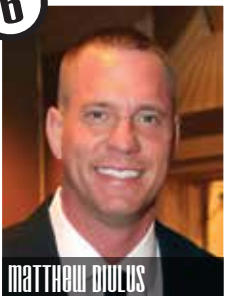




\$ 105,927	Mario Hajro	\$ 12,410	Randall Cook	\$ 6,209	Clayton Slaughter	\$ 3,420	Morgan Lobello	\$ 2,133	Jinelly Urena	\$ 1,216	Bobby Park
47,542	Bobby Gujral	11,970	Eric Thompson	6,202	Derek Foore	3,420	Andre Bent	2,095	Jeffrey Espinal	1,049	LaDelus Brown
46,433	Tahir Quintero Bonilla	11,892	Gregory Rudolph	6,016	Bobby Hamilton	3,224	Peter Kwiatkowski	2,080	Marissa Neff	1,047	Michael Cirelli
41,096	Angel Contreras	11,843	Robert Jackson	5,777	Justin Hermann	3,176	Chris McFoy	2,053	Blake Higuchi	1,047	Adel Al Choufi Naim
40,711	Mark Neilson	11,115	Matthew Diulus	5,756	Mark Lahijani	3,028	Tim McAdams	2,017	Lauren Coyne	1,023	Joy Vann-Austin
38,758	Walter Icaza	10,905	Alberto Alcalá	5,679	Matthew Conrad	3,023	Michael McKiernan	1,937	Alexandra Graham	998	Jacob Russell
34,751	Joshua Olin	10,274	Sokol Fazliu	5,468	Andrew Chambers	3,009	Juan Olvera	1,881	Matthew Hudlin	993	Johnny Ly
31,330	Robert Janev	10,042	Brody Maughan-Evanson	5,345	Cody Gardner	2,968	Aaron Piotrowski	1,830	Mac Duddy	948	Amanda Peterson
28,419	Todd Speciale	10,003	Romal Omid	5,131	Michael Gerstein	2,832	Luay Ghawi	1,775	Jason Bratin	940	Daniel Umbertone
28,176	Mike Paragiou Barrientos	9,995	Ryan Stenglein	5,107	John Santosuosso	2,815	Anthony Almeida	1,746	David Rigney	932	Daniel Perkins
27,867	Andy Batten	9,971	Patricia Fischer	5,012	Michael Russo	2,791	Kimberly Hamilton	1,653	Slavita Hut	925	Carlo Buhay
27,683	David Carpenter	9,671	Daniel G Johnson	5,003	Bruce Viaje	2,719	Elias Boles	1,615	Anita Ferris	919	Omar Billy
26,861	Corey Helly	8,593	Matthew Turnquist	4,851	Ryan Wilson	2,654	Phillip Waisman	1,604	Alex Kae	905	Ryan Fickert
25,737	Reynolds Akuamo	8,521	Jeffrey Hall	4,500	David Quevillon	2,629	Paul Kelly	1,576	Elyse Bryan	894	Melinda-Rae Lyse
25,737	Reynolds Akuamo	8,497	Jeffrey Hall	4,373	Veronica Coval	2,564	Maria Montoya	1,571	Shalom Chaimov	875	Jacqueline Kabluyen
19,299	Darcy Schrieber	8,233	Andrew Bishop	4,303	Amr Shater	2,501	Gary Slocum	1,562	Joshua Jackson	866	Michael Clemente
18,850	Raymond Risucci	8,111	Joseph Tomanovich	4,243	Chase Miller	2,468	Bryan Juskiw	1,542	Travis Vaughn	825	Doron Freud
18,304	Alexis Naranjo	8,066	Brandon Baker	4,100	Christopher Botelho	2,454	Aaron Parsons	1,534	Michael Battaglio	822	Peter Gabranski
17,294	Astrid Castrillon	8,013	Clint Perry	4,085	Sara Vaz	2,431	Meaghan Krecsko	1,472	Tyler Boulden	800	Rachel Brown
17,182	Justin Sutton	7,886	Zach Otto	4,016	Gabriela Sime	2,425	Yussuf El-Zein	1,398	Patrick Knouse	686	Ryan Hall
16,913	Christopher Hintz	7,698	Britton Costa	3,941	Magda Figueiredo	2,286	Regina Koonce	1,384	Jonathan Phillips	516	Christopher Bentley
15,696	Brent Bowling	7,154	Brandon Summerton	3,927	Samantha Ralston	2,199	Evan Donoghue	1,381	Tiffany Babin-Washington		
14,290	Justin Adams	6,813	Michael Russin	3,762	Kaitlyn Brandt	2,184	Shahab Mahdavejad				
13,306	Paul Smith	6,747	Michael Burningham	3,693	Casey Kunash	2,180	Mark Bernsdorff				
13,238	Chris La Fond	6,663	John Vacca	3,643	Tony Geer	2,161	Brandon Minor				
12,444	Scott Wheeler	6,553	Taurean Flournoy	3,641	Sergio Carta	2,157	Stephen Jeung				
12,427	James Sodan	6,406	Ronald Rivera	3,467	Jenny Kim	2,149	Adam Kidikas				

# MGA/RGA GROWTH BONUS











## MGA

<b>1</b>  <b>DUANE SHAW</b> \$51,289 Sabrina Lloyd	<b>2</b>  <b>SCOTT WHEELER</b> \$45,516 Satti-Kanaan	<b>3</b>  <b>BRODY MAUGHAN-EVANSON</b> \$36,290 Simon Arias	<b>4</b>  <b>JUSTIN SUTTON</b> \$35,433 Giddens-Giddens	<b>5</b>  <b>SOKOL FAZLIU</b> \$34,029 Simon Arias
<b>6</b>  <b>DANIEL J JOHNSON</b> \$26,661 Andre McCallum	<b>7</b>  <b>MARK BERNSDORFF</b> \$25,268 Simon Arias	<b>8</b>  <b>DANIEL PARKINS</b> \$24,995 AO	<b>9</b>  <b>ANDREW BISHOP</b> \$23,811 AO	<b>10</b>  <b>DARRELL ASBELL</b> \$23,552 AO

## RGA

<b>1</b>  <b>MARIO HAJRO</b> \$139,492 AO	<b>2</b>  <b>TAHIS QUINTERO BONILLA</b> \$55,796 Jesus Romero	<b>3</b>  <b>BOBBY GUJRAL</b> \$51,054 AO	<b>4</b>  <b>ROBERT JANEY</b> \$49,631 Sabrina Lloyd	<b>5</b>  <b>JOSHUA OLIN</b> \$49,170 AO
<b>6</b>  <b>MATTHEW DIULUS</b> \$35,820 Simon Arias	<b>7</b>  <b>CASEY KUMAS</b> \$33,919 Tommy Vena	<b>8</b>  <b>JAMES SOODAN</b> \$27,968 Nick Moore	<b>9</b>  <b>BRANDON SUMMERTON</b> \$26,985 AO	<b>10</b>  <b>GREGORY RUDOLPH</b> \$22,741 Simon Arias

## MGA ROOKIES

<b>1</b>  <b>ENO IFTIU</b> \$108,409 AO	<b>2</b>  <b>JEAN ROMERO CAPOTE</b> \$103,325 Jesus Romero	<b>3</b>  <b>ARIF HAJRO</b> \$38,425 AO	<b>4</b>  <b>JOHN VACCA</b> \$37,688 Tommy Vena	<b>5</b>  <b>JAKE GOLDBERG</b> \$31,076 Nick Moore
<b>6</b>  <b>JEAN M JOSEPH</b> \$14,240 Tom Williams	<b>7</b>  <b>JACOB RUSSELL</b> \$11,328 Blake Ralston	<b>8</b>  <b>TAHIS QUINTERO BONILLA</b> \$9,594 Jesus Romero	<b>9</b>  <b>EVERETT FARR</b> \$2,298 Joshua Krueger	<b>10</b>  <b>REGINA KOONCE</b> \$194 Blake Ralston

**JUNE BONUS LEADERS** | PAYOUT: \$2,178,150 | QUALIFIERS: 177



# SA/GA DIRECT CODE FIELD TRAINING BONUS




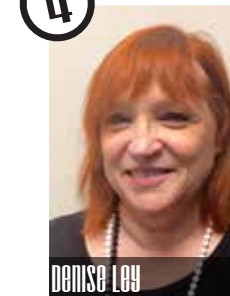

<b>1</b>  <b>DENISE KYRKOS</b> \$17,886 AO	<b>2</b>  <b>NESMAR VIELMA</b> \$17,623 Hemerson Gonzalez	<b>3</b>  <b>CARLOS BARRETO BERMUDEZ</b> \$17,342 Richardson Latino Division	<b>4</b>  <b>AXEL CARRASQUEL</b> \$12,909 Fort Worth Latino Division	<b>5</b>  <b>NESTOR MORALES</b> \$12,596 Fort Worth Latino Division
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## JUNE BONUS LEADERS | PAYOUT: \$721,688 | QUALIFIERS: 760

<ul style="list-style-type: none"> <li>\$ 17,886 Denise Kyrkos</li> <li>17,623 Nesmar Vielma</li> <li>17,342 Carlos Barreto Bermudez</li> <li>12,909 Axel Carrasquel</li> <li>12,596 Nestor Morales</li> <li>10,035 Bettania Ramos</li> <li>9,475 Juan Guzman Aular</li> <li>8,286 Bryce Engstrom</li> <li>7,236 Andi Iftiu</li> <li>7,107 Marcos Mendoza Cedeño</li> <li>6,896 Leonard Garcia Sanoja</li> <li>5,945 Sara Hart</li> <li>5,599 Indira Frias Pacheco</li> <li>5,533 Luis Calderon Welman</li> <li>5,466 Narayana Pena Gutierrez</li> <li>5,419 Havis Alvarado</li> <li>5,383 Lubraska Iguaro</li> <li>5,341 Elmar Salas Velasco</li> <li>4,938 Atticus Wilklow</li> <li>4,897 Maria Chacinpino</li> <li>4,879 Carlos Camacho Medina</li> <li>4,747 Susana Vargas</li> <li>4,659 Helgi Bistochett Navarro</li> <li>4,634 Spencer Kozej</li> <li>4,609 Edon Nevzadi</li> <li>4,531 Agnieszka Kuspser</li> <li>4,467 Fernando Coiran</li> <li>4,382 Kristi Basho</li> <li>4,270 Andrew Wheaton</li> <li>4,231 Selale Booher</li> <li>4,149 Alexandria Greer</li> <li>4,136 Gabrielle Kolar</li> <li>4,003 Dejan Kukolj</li> <li>3,986 Mariela Godoy</li> <li>3,925 Janna Alvarado</li> <li>3,919 Giselle Hernandez Zuniga</li> <li>3,830 Sharon Eckenrod</li> <li>3,809 Andrea Caridad Perez</li> <li>3,794 Johanna Soto-Silva</li> <li>3,740 Alexandra Jaeger</li> </ul>	<ul style="list-style-type: none"> <li>\$ 3,701 Leonardo Alsina</li> <li>3,689 Hedly Bahena Reyes</li> <li>3,622 Emilio Guzman</li> <li>3,462 Cory Moncol</li> <li>3,384 Roberto Samano Diaz</li> <li>3,380 Jeffery May</li> <li>3,370 Jonathan Conner</li> <li>3,261 Tanner West</li> <li>3,246 Sean Taylor</li> <li>3,138 Antoinette Honorat</li> <li>3,098 Kearra Harris</li> <li>3,042 Bezawit Girma</li> <li>2,985 Roger Tovar</li> <li>2,935 Sarah Collen</li> <li>2,895 Patricia Cinquemani</li> <li>2,872 Xiomara Torres</li> <li>2,760 Rebecca Patterson</li> <li>2,755 Jamie Caldwell</li> <li>2,743 Joshua Georgakopoulos</li> <li>2,704 Spencer Linton</li> <li>2,692 Francesca Scala</li> <li>2,657 Tyler Menge</li> <li>2,653 Vicki Henderson</li> <li>2,640 Tyler Lefebvre</li> <li>2,617 Casey Combs</li> <li>2,571 Karem Cogollo</li> <li>2,548 Lori Hamel Johnson</li> <li>2,516 Jonathan Collins</li> <li>2,414 Tiffany Bertao</li> <li>2,407 Tecole Smith</li> <li>2,364 John Tong</li> <li>2,341 Roselvy Mediavilla</li> <li>2,324 Darren Lawhon</li> <li>2,267 Jay Maska</li> <li>2,235 Jose Baptista</li> <li>2,225 Kelechi Anele</li> <li>2,196 Joshua Notte</li> <li>2,185 Enri Sako</li> <li>2,184 Miguel Diego Esquivel</li> <li>2,182 Brent Henderson</li> <li>2,128 Yelineth Godoy Latuff</li> <li>2,095 Jenny Anderson</li> <li>2,090 Ignacio Estrada</li> <li>2,060 Yolamar Picon Mora</li> <li>2,047 Vivian Trinh</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,042 Jacob Krakora</li> <li>2,042 Ethan Stingley</li> <li>2,039 Carlos Iraheta Barrientos</li> <li>2,026 Kurt-James MacMillan</li> <li>2,014 Bridget Loose</li> <li>2,012 Mario Chavez</li> <li>2,012 Michael Geyer</li> <li>2,003 Ahmed Kassem</li> <li>2,002 Angel Caridad</li> <li>1,975 Chase Snider</li> <li>1,970 Tevin Overton</li> <li>1,964 Yarima Acosta Torres</li> <li>1,948 George Shafiek</li> <li>1,942 Andres Liranzo</li> <li>1,936 Candace Williams</li> <li>1,933 Manuel Lanz Jaimes</li> <li>1,927 Alejandra Ramos</li> <li>1,901 Danny Souiri</li> <li>1,830 Thomas Breazeale</li> <li>1,829 Betzabeth Salazar</li> <li>1,821 Zachery McHattie</li> <li>1,817 Leanna Sinclair</li> <li>1,810 Debbie-Ann Whitehorne</li> <li>1,798 Sean Smith</li> <li>1,783 Aldalyne Aldana Bello</li> <li>1,751 Ian Waring</li> <li>1,729 Norma Flores</li> <li>1,727 Matthew Adams</li> <li>1,723 Kalie Mendrek</li> <li>1,714 Ashley Kopchak</li> <li>1,710 Stefany Arcila Latorre</li> <li>1,709 Minh Phung</li> <li>1,693 Matthew Abdo</li> <li>1,683 Jordan Stelzer</li> <li>1,679 Maria Jaramillo</li> <li>1,657 Bradley Christiansen</li> <li>1,648 Danial Arif</li> <li>1,639 Nicole Sanchez</li> <li>1,629 Melissa Quinn</li> <li>1,616 Katherine Nummy</li> <li>1,613 Dale Fortune</li> <li>1,598 Feza Al Choufi Cumarin</li> <li>1,553 Shawna Parker</li> <li>1,550 Temesghen Starr</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,548 Amber J Smith</li> <li>1,535 Ivonne Leon Vivescas</li> <li>1,514 Jolina Liao</li> <li>1,501 Gloriethe Liscano Gamero</li> <li>1,492 Lawrence Smith</li> <li>1,488 Joshua Hammond</li> <li>1,479 Danyely Ramirez Godoy</li> <li>1,460 Aaron Patt</li> <li>1,452 Dillon Kuehne</li> <li>1,447 Nairobi Contreras</li> <li>1,446 Charles Powers</li> <li>1,420 Ronald Vega Mauriz</li> <li>1,405 Giorgi Gogidze</li> <li>1,392 Akram Mirahmadi Shalamzari</li> <li>1,387 Ricky Gandhi</li> <li>1,386 Joseph Michelin</li> <li>1,380 Joseph Smart</li> <li>1,372 Moriah Chandler</li> <li>1,371 Larry Davis</li> <li>1,368 James Romero</li> <li>1,356 Kristi Pack</li> <li>1,327 Connor O'Donnell</li> <li>1,327 Andrea Schmitt</li> <li>1,325 Jihad Ottallah</li> <li>1,307 Meaghan Montoya</li> <li>1,305 Danielle Hercules</li> <li>1,286 Breana Noggles</li> <li>1,281 Joshua Elkins</li> <li>1,280 Christopher Larsen</li> <li>1,254 Tyler Cox</li> <li>1,236 Crystal Dugger</li> <li>1,233 Arnessa Beamon</li> <li>1,231 Tamar Epton</li> <li>1,227 Yelitza Dominguez</li> <li>1,223 Jimmy Keaton</li> <li>1,217 Judith Lopez</li> <li>1,211 Eddie Gonzales</li> <li>1,184 Chamodi Rajapakse</li> <li>1,184 Lambert McElrath</li> <li>1,184 Tabitha McDerimid</li> <li>1,182 Luis Urdaneta Bolivar</li> <li>1,174 Maria Hernandez</li> <li>1,169 Michael Harvey</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,152 Abigail Luna Rodriguez</li> <li>1,150 Christopher Fortenberry</li> <li>1,127 Marc Albo</li> <li>1,125 Andrew Jeans</li> <li>1,121 Daniela Rangel</li> <li>1,106 Madelyn Sanders</li> <li>1,094 Asa Rowe</li> <li>1,092 Chris Lewis</li> <li>1,091 Whitney Marcos</li> <li>1,084 Jennifer Siregar</li> <li>1,083 Chevon Riley</li> <li>1,082 Amanda Ashley</li> <li>1,077 Steven Counts</li> <li>1,069 Chandler Collins</li> <li>1,055 Bledar Bane</li> <li>1,050 Jesse Benwell</li> <li>1,050 Nouraddin Hussein</li> <li>1,045 Anizabeh Parra Gonzalez</li> <li>1,042 Taylor Patton</li> <li>1,035 Maria Gonzalez</li> <li>1,013 Emma Tulp</li> <li>1,005 Victoria Vaxter</li> <li>997 Tarik Parker</li> <li>992 Carlos Navas</li> <li>987 Greyla Rojas Pabon</li> <li>976 Kellie Tucker</li> <li>974 Carl Stiers</li> <li>964 Ryan Jarvie</li> <li>961 Patrick Ramos</li> <li>956 Rain Suverkrubbe</li> <li>955 Bart Barrett</li> <li>951 Victor Romero</li> <li>946 Genevieve Clements</li> <li>939 Monica Montgomery</li> <li>933 Al-Shakise Anderson</li> <li>931 Beau Minnick</li> <li>927 Anthony Solano</li> <li>911 Emily Klich</li> <li>907 Jose Oliveros Hurtado</li> <li>907 Alex Clark</li> <li>904 Reem Rabi</li> <li>901 Cynthia Penney</li> <li>898 Diego Vargas</li> <li>895 Marcus Howard</li> </ul>	<ul style="list-style-type: none"> <li>\$ 895 Michael Lupton</li> <li>886 Erin King</li> <li>884 Shawn Feistamel</li> <li>878 Jordan Viaje</li> <li>866 Lauren Chismar</li> <li>865 Jack Morgan</li> <li>864 Christopher Davis</li> <li>863 Ebony Ortiz</li> <li>848 Deanna Arceno</li> <li>847 Melissa Nguyen</li> <li>843 Angellese Camacho</li> <li>842 Lauren Smalley</li> <li>841 Candice Seabrooks</li> <li>839 Kelly Lovell</li> <li>832 Brandon Morton</li> <li>828 Nicklaus Boker</li> <li>821 Brenden Meier</li> <li>820 Ryan Slone</li> <li>813 Richard Sidoti</li> <li>809 Skay Nusenu</li> <li>805 Caroline Johnson</li> <li>799 Ervin Metaj</li> <li>796 Lindsey Stakset</li> <li>788 Eric Hansen</li> <li>783 Hayden Mandrake</li> <li>779 William Malerk</li> <li>774 Derek Pratt</li> <li>771 Kauatoa Makaui</li> <li>760 Randolph Hill</li> <li>755 Joseph Sansobrin</li> <li>744 Timothy Brey</li> <li>741 Jasmine L Walker</li> <li>738 Catalina Mendoza Hernandez</li> <li>733 Jacqueline Higareda</li> <li>731 Kenneth Barker</li> <li>728 Todd McQueston</li> <li>726 Phillip Rigoli</li> <li>718 Carmen Arroyo</li> <li>715 James Marks</li> <li>714 Joshua Cameron</li> <li>704 Stefani Miller</li> <li>703 Zakiya Jones</li> <li>701 Peter Barany</li> <li>700 Joel Trask</li> <li>699 Tracey Magnuson</li> </ul>
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<ul style="list-style-type: none"> <li>\$ 696 Dalton Moore</li> <li>689 Nikolai Zollinger</li> <li>686 Lussie Hilton</li> <li>674 Joshua Hosenbold</li> <li>674 Michael Castro</li> <li>668 Mia Mitchell</li> <li>662 Angel Ramirez</li> <li>658 Maria Elisa Moros Ojeda</li> <li>653 Tammie Sullivan</li> <li>652 Chris Densham</li> <li>650 Sydney Anderson</li> </ul>	<ul style="list-style-type: none"> <li>\$ 641 Stephanie Harris</li> <li>635 Eric Kinney</li> <li>635 Alexa Javier Ciriaco</li> <li>630 Darton McIntire</li> <li>630 Robinson Rosales</li> <li>627 Arianna DaLuz</li> <li>622 Anthony Salerno</li> <li>622 Ireland Sirni</li> <li>620 Justin Schmidt</li> <li>620 Ashley Charriere</li> <li>616 Tyler Teague</li> <li>614 Denise Masulit</li> </ul>	<ul style="list-style-type: none"> <li>\$ 612 Brandon Atchley</li> <li>607 Emily Williams</li> <li>605 Matthew Hunsberger</li> <li>603 Tammy Gawron</li> <li>600 Nicole Wright</li> <li>596 Danilo Mendoza</li> <li>594 Patricia Cicerale</li> <li>594 Cory McNutt</li> <li>593 Hollie Eilers</li> <li>593 Silas Merkel</li> <li>589 Glenn Arakawa</li> <li>587 Sheryl Garmendia</li> </ul>	<ul style="list-style-type: none"> <li>\$ 584 Amirhossein Mirkazemi</li> <li>579 LaQuanda Callhoun</li> <li>573 Gerardo Gonzalez</li> <li>566 Cross Steplowski</li> <li>565 Stephan Charles</li> <li>561 Zayd Burns</li> <li>561 Stephen Davis</li> <li>555 Steven Baum</li> <li>555 Shane Valentine</li> <li>555 Joseph Guido</li> <li>548 Brandon Eck</li> <li>546 Channing Gardner</li> </ul>	<ul style="list-style-type: none"> <li>\$ 545 Mickey Adkins</li> <li>545 Isiah Brown</li> <li>542 Trevor Hawkins</li> <li>539 Samir Rasheed</li> <li>538 Cody Nykoliation</li> <li>536 Tannisson Mather</li> <li>532 Renee Zinsky</li> <li>528 Jesse Weaver</li> <li>527 Stuart Guthrie</li> <li>527 Marivin Barboza</li> <li>524 Kenson Delva</li> <li>522 Valentina Carmona</li> </ul>	<ul style="list-style-type: none"> <li>\$ 522 Corey Helwig</li> <li>521 Steffanie Sainato</li> <li>519 Caitlin Roth</li> <li>514 Adam Calnan</li> <li>508 Gonzalo Buitron Olvera</li> <li>503 Jason Green</li> <li>505 Christy Anderson</li> <li>501 John Torres</li> </ul>
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# REINSTATEMENT BONUS

<b>1</b>  <b>ORBY KELLEY</b> \$4,700 S-S-Bendure-Hartwig	<b>2</b>  <b>SAMI MOGANNAM</b> \$3,775 Andrew McQuade	<b>3</b>  <b>VALERIE ROSS</b> \$3,668 Serur-Yagjian	<b>4</b>  <b>DENISE LEY</b> \$3,359 S-S-Parks-Salvaggi	<b>5</b>  <b>MITCHELL LOOK</b> \$2,879 S-S-Parks-Salvaggi
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## JUNE BONUS LEADERS | PAYOUT: \$83,557 | QUALIFIERS: 158

<ul style="list-style-type: none"> <li>\$ 4,700 Orby Kelley</li> <li>3,775 Sami Mogannam</li> <li>3,668 Valerie Ross</li> <li>3,359 Denise Ley</li> <li>2,879 Mitchell Look</li> <li>2,865 Nicholas Gasparro</li> <li>2,578 James C Carter</li> <li>1,878 Dawid Liniewski</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,726 Elizabeth Keiderling</li> <li>1,508 Natalie Soboleva</li> <li>1,400 Joseph B Smith</li> <li>1,396 Maurice Baritz</li> <li>1,392 Miguel Hernandez</li> <li>1,384 Loraine Patterson</li> <li>1,359 Zenon Zorij</li> <li>1,328 Joseph Faisant</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,281 Djenabou Diallo</li> <li>1,179 Toni-Ann Allen</li> <li>1,157 Megan Russell</li> <li>1,130 Laurekins Pardovani</li> <li>1,064 Cody Toth</li> <li>1,000 Wilmer Jimenez</li> <li>978 Carolyn George</li> <li>974 Dason Phaul</li> </ul>	<ul style="list-style-type: none"> <li>\$ 941 Erin Gonzalez</li> <li>939 Isabella Celli</li> <li>928 Eric Kinney</li> <li>919 Jack Craig</li> <li>883 Mariam Sallam</li> <li>818 Jeremy Leybot</li> <li>785 Steven Mason</li> <li>782 Bernardo Lopez</li> </ul>	<ul style="list-style-type: none"> <li>\$ 739 Phyo Phyo</li> <li>725 Sharon Manning</li> <li>696 Faith Jones</li> <li>689 Colleen Stephenson</li> <li>646 Susan daCruz</li> <li>643 Jenny Alvarez</li> <li>642 Mark Harhager</li> <li>622 Christiana Bouligny</li> </ul>	<ul style="list-style-type: none"> <li>\$ 577 Benjamin Newhouse</li> <li>566 Alexander Gross</li> <li>556 Peter Kaplanis</li> <li>549 Diane Carrion</li> <li>542 Pamela Drury</li> <li>537 Rodney Taylor</li> <li>512 Jack Keiderling</li> <li>511 Corey Lavigne</li> </ul>
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6 BONUS TOTAL: \$9,778,346

WORLD'S GREATEST \$3,230,957	LEADERSHIP \$2,297,265	RGA LEADERSHIP \$1,266,729	MGA/RGA GROWTH \$2,178,150	SA/GA TRAINING \$721,688	REINSTATEMENT \$83,557
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level



# We're Back!

## New Record-Breaking Streak is Underway!

### Sales

- Best June in Company history!
- \$25,629,330 Net ALP
- 13.75% Growth over June 2020
- 12.8% YTD Growth

### Recruiting

- 1,654 New Associates
- 10.6% YTD New Associate Growth

### Quality/Reinstatements

- Total of 3,414 policies conserved
  - 2,751 reinstatements
  - 663 reopens
- 84.57% persistency — highest in Company history
- 64.5% 13<sup>th</sup>-month retention — highest in Company history
- 78.8% 4-month retention — highest in Company history

# THRIVE

Congratulations to Malka Arony

# FIRST EVER DOUBLE PLATINUM PR — QUALIFIER —

Platinum PR is the most Prestigious level of Achievement Awards for Public Relations and recognizes those who have achieved a personal production level of 250,000 leads. Each qualifier receives a \$5,000 bonus and a special award.



### Malka Arony

Arizona  
Qualified 6/30/21  
504,198 Cards

Joined AIL-NILICO 1977  
10x PR Founder's Club qualifier  
15x PR President's Club qualifier  
16x YTD Award Winner  
7x Winner Most Cards Generated  
First Platinum PR qualification 2014



Another champion, another milestone!  
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



**Andrew Haskins**  
AO  
Contracted 10/24/06  
Qualified 6/30/21  
\$1,026,195 Net ALP



**Aref Sayegh**  
Satti-Kanaan  
Contracted 10/29/17  
Qualified 6/30/21  
\$1,015,220 Net ALP

# FOUNDERS CLUB

June Qualifiers—  
Outstanding Producers & PR Representatives:



**Daniel Paravisini**  
AO  
1 Qualification  
\$232,137 Net ALP  
85.4 RET



**Michael van Delft**  
Satti-Kanaan  
23 Qualifications  
\$197,013 Net ALP  
92.5 RET



**Oleg Novitchii**  
S-S-Parks-Salvaggi  
8 Qualifications  
\$196,880 Net ALP  
90.6 RET



**Kevin Ishikane**  
AO  
3 Qualifications  
\$156,726 Net ALP  
93.5 RET



**Debbie-Ann Whitehorne**  
AO  
1 Qualification  
\$83,792 Net ALP  
81.4 RET



**Ranjana Chopra**  
Chalom-Chalom  
1 Qualification  
\$74,287 Net ALP  
83.6 RET



**Ashkan Khoshmagham**  
AO  
2 Qualifications  
\$73,748 Net ALP  
84.7 RET



**Douglas Clarke**  
Brian Schreiter  
6 Qualifications  
\$68,064 Net ALP  
90.6 RET



**Michael Battaglio**  
Evan Holzhauer  
4 Qualifications  
\$66,654 Net ALP  
89.0 RET



**Julia Loboda**  
Theodore Pappas  
1 Qualification  
\$60,028 Net ALP  
92.3 RET



**Malka Arony**  
Arizona  
10 Qualifications  
24,800 Cards

# DIRECTORS OF THE MONTH



*Leaders growing leaders*


**Sales Director of the Month**



**Angel Martinez**

Angel had 69.16% growth over June 2020.

**VP of the Month**



**Renee Jeffries**

Renee had 49.89% growth over June 2020.

**PR Director of the Month**



**Jacqueline Lowe**

Jacqueline met 107.0% of Objective during June 2021.

# FINDING YOUR GREATEST YOU



**David Zophin**  
President  
American Income Life &  
National Income Life Divisions

**It goes without saying the past year** and a half brought us extraordinary challenges and drastic changes. It was a difficult time for people around the world, and it made us rethink so much of what we thought we knew. But while the pandemic was challenging for us all, it also gave us so much opportunity to improve, to have gratitude, and simply to reflect.

We're all ready for the era of COVID to be behind us. I hope that the reflections we have made have given us more insight and understanding about ourselves and that our vision for where we want to be in the future has become clearer and more in focus.

How we reach that vision begins with us. I've talked in the past about working to become the best versions of ourselves; I truly believe it's our duty as human beings so that we can be the best we can be for our families, our world, and for the people we serve at AIL-NILICO. So if you're not striving to be the absolute best you can be, you're cheating yourself, and you're missing out on all that life and your career can offer.

The great thing about the best version of yourself is you don't need to create it — it already exists. You just have to uncover it.

So if you're ready to find your superior self and start operating at maximum capacity, here are a few things to help you on your way:

- If you aren't giving it your best every day, you're wasting your own time.
- Stop making excuses about why you can't do what needs to be done; just do it!
- Practice like champions do and keep doing it until you get it 100 percent right.
- If you want something to turn out differently, you need to do it differently. Get outside your comfort zone. Challenge yourself.

- When opportunity knocks, open the door.
- Everything worth doing is worth doing right. There are no shortcuts!
- Failure is not the end, but a chance to learn and to improve.
- Help others along the way; you'll end up helping yourself.
- Don't try to live other people's stories of greatness. Make your story uniquely yours.
- In short, stop cheating yourself from achieving greatness! You have the potential and the ability to do amazing things. So if you haven't achieved all your dreams and if you know in your heart of hearts that you haven't reached your full capability, now is the time to make a change.

As we reemerge into the world, challenge yourself to live better, to work better, and to be better. I think that now more than ever we can all truly understand the notion that we don't know what tomorrow holds ... so make sure that today and every day, you give it all you've got and be everything you can be.

The world is waiting for your most excellent self! Show them what you're made of. 🌟



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1200 Wooded Acres Drive  
Waco, TX 76710

# AIL/NILICO CONVENTION

# 2022

**CAESARS PALACE • LAS VEGAS**  
MAY 4-7, 2022

View full qualifications online:  
[ARC.AllLife.com/Spotlight.aspx](https://ARC.AllLife.com/Spotlight.aspx) & [ARC.NILife.com/Spotlight.aspx](https://ARC.NILife.com/Spotlight.aspx)

